



FCCCB

FIRST CITIZENS COMMUNITY BANK

INVESTOR PRESENTATION
1ST QUARTER 2026
FINANCIAL INFORMATION

Legal Disclosures

Forward-Looking Statements (p. 1 of 2)

We have made forward-looking statements in this document, and in documents that we incorporate by reference, that are subject to risks and uncertainties. Forward-looking statements include information concerning possible or assumed future results of operations of the Company, the Bank, First Citizens Insurance or the Company on a consolidated basis. When we use words such as “believes,” “expects,” “anticipates,” or similar expressions, we are making forward-looking statements. Forward-looking statements may prove inaccurate. For a variety of reasons, actual results could differ materially from those contained in or implied by forward-looking statements:

- Interest rates could change more rapidly or more significantly than we expect.
- The economy could change significantly in an unexpected way, which would cause the demand for new loans and the ability of borrowers to repay outstanding loans to change in ways that our models do not anticipate.
- The financial markets could suffer a significant disruption, which may have a negative effect on our financial condition and that of our borrowers, and on our ability to raise money by issuing new securities.
- It could take us longer than we anticipate implementing strategic initiatives, including expansions, designed to increase revenues or manage expenses, or we may be unable to implement those initiatives at all.
- Acquisitions and dispositions of assets and companies could affect us in ways that management has not anticipated.
- We may become subject to new legal obligations or the resolution of litigation may have a negative effect on our financial condition or operating results.
- We may become subject to new and unanticipated accounting, tax, regulatory or compliance practices or requirements. Failure to comply with any one or more of these requirements could have an adverse effect on our operations.
- We could experience greater loan delinquencies than anticipated, adversely affecting our earnings and financial condition.
- We could experience greater losses than expected due to the ever increasing volume of information theft and fraudulent scams impacting our customers and the banking industry.
- We could lose the services of some or all of our key personnel, which would negatively impact our business because of their business development skills, financial expertise, lending experience, technical expertise and market area knowledge.

Legal Disclosures

Forward-Looking Statements (p. 2 of 2)

- The agricultural economy is subject to extreme swings in both the costs of resources and the prices received from the sale of products as a result of weather, government regulations, international trade agreements and consumer tastes, which could negatively impact certain of our customers.
- Loan concentrations in certain industries could negatively impact our results, if financial results or economic conditions deteriorate.
- Companies providing support services related to the exploration and drilling of the natural gas reserves in our market area may be affected by federal, state and local laws and regulations such as restrictions on production, permitting, changes in taxes and environmental protection, which could negatively impact our customers and, as a result, negatively impact our loan and deposit volume and loan quality. Additionally, the activities the companies providing support services related to the exploration and drilling of the natural gas reserves may be dependent on the market price of natural gas. As a result, decreases in the market price of natural gas could also negatively impact these companies, our customers.

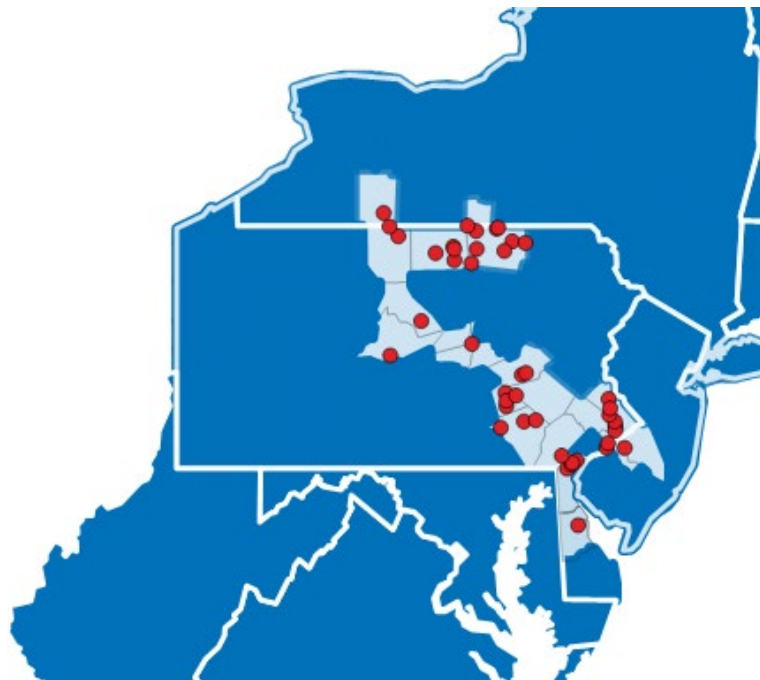
Additional factors are discussed in this Annual Report on Form 10-K under “Item 1A. Risk Factors.” These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. Forward-looking statements speak only as of the date they are made and the Company does not undertake to update forward-looking statements to reflect circumstances or events that occur after the date of the forward-looking statements or to reflect the occurrence of unanticipated events. Accordingly, past results and trends should not be used by investors to anticipate future results or trends.



**ABOUT CITIZENS FINANCIAL
SERVICES, INC.**



Company Profile



Financial Highlights

Assets: \$3.03B

Gross Loans: \$2.30B

Deposits: \$2.44B

YTD Return on Average Assets: 1.34%

YTD Return on Average Tangible Common Equity : 16.15%⁽³⁾

Company Overview

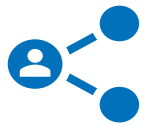
Headquarters	Mansfield, PA
Founded	1872
Chartered	1932
Ticker	NASDAQCM: CZFS
Market Cap ⁽¹⁾	\$313.2
Branches ⁽²⁾	43
Employees ⁽²⁾	371 FT – 37 PT
Institutional Ownership	29.22%
3 Mo. ADTV	8,789
52 Week H/L	\$69.58 / \$49.99
Chairman	R. Joseph Landy
CEO, President & Vice Chairman	Randall E. Black
Executive VP & CFO	Stephen J. Guillaume

Lines of Business



Retail Banking

- Retail Banking with 43 branches and 29 ATMs
- Mobile & Online Banking



Commercial and Agricultural

- C&I Lending
- SBA and USDA Lending
- Treasury Management
- Card & Payment Services



Consumer

- Business Banking
- Home Lending
- Personal Lending
- Indirect Auto Lending
- Secured & Unsecured Consumer Loans



Fee Businesses

- Retail Plan Admin / Custody Services
- Business, Personal, & Life Insurance
- Institutional Life Insurance
- Brokerage & Advisory Services
- Trust Services

⁽¹⁾ Market Cap as of April 23, 2026
⁽²⁾ Branches & Employees data as of April 22, 2026
⁽³⁾ Please see appendix for non-GAAP reconciliations
 Note: Holding Company data shown; Data as of March 31, 2026

Financial Highlights

March 31, 2026

2026Q1 vs. 2025Q4

MRQ – Highlights - YTD		Profitability	Balance Sheet	Credit	
Diluted EPS \$2.16	Diluted EPS \$2.16	Net Interest Margin 3.72% vs. 3.69%	Total Assets \$3.0B (1.2%) Growth – Excluding student loan activity 0.99% growth	NPAs / Assets Ratio 1.33% vs. 0.95%	
Net Income \$10.4M	Net Income \$10.4 M	Core ROAA ⁽¹⁾ 1.34% vs. 1.37%	YTD Core ROAA ⁽¹⁾ 1.34% vs. 1.37%	Total Loans and Leases \$2.3B (2.4%) Growth – Excluding brokered deposit growth 0.5% growth	NPLs / Gross Loans Ratio 1.64% vs. 1.14%
Core ROATCE 16.15%	Core ROATCE ⁽¹⁾ 16.15%	Efficiency Ratio 54.98% vs. 54.03%	Total Deposits \$2.4B 2.7% Growth – Excluding brokered deposit growth 0.5% growth	Reserves / NPLs Ratio 60.7% vs. 85.0%	



(1) Please see appendix for non-GAAP reconciliations

Experienced Leadership

Executive	Title	Years of Banking Experience	Joined FCCB
Randall E. Black	Vice Chairman, President & CEO	32	1993
Stephen J. Guillaume	Executive VP & CFO	16	2009
David Z. Richards Jr.	Sr Executive VP & Board Director	48	2017
Jeffrey L. Wilson	Sr Executive VP & Chief Credit Officer	38	1987
LeeAnn Gephart	Executive VP & Chief Banking Officer	19	2021
Jeffrey R White	Executive VP & COO	8	2024

Investment Highlights

- ✓ Long history of creating shareholder value and operating successfully
- ✓ Tenured management with strong track record of operating high value companies
- ✓ Experienced, disciplined and prudent acquirer
- ✓ Strong geographic diversification presents opportunities
- ✓ Steady record of high profitability
- ✓ Diversity of interest earning assets
- ✓ Long-term focus on shareholder returns

A Recognized High Performer



Citizens Financial Services, Inc. has continually been ranked one of the top 100 best performing community banks in the nation. This ranking is based on a 3-year ROAE. Our 2012 performance ranked us as number ONE in the nation. We also continue to be ranked in the top 100 Ag lenders nationwide and PA.



In 2022 FCCB was included in the ABA Nasdaq Community Bank Index – an indication of our progress and leadership capabilities in the market.



FCCB maintains its "Bank On" Certification (awarded 2022), a national standard promoted by the CFE Fund, validating our commitment to providing safe, affordable, and accessible banking accounts for all.



Recognized for our dedication to serving military families. FCCB is also a proud participant in the Veterans Benefits Banking Program (VBBP), ensuring safe and accessible banking for veterans.



First Citizens Community Bank (FCCB) has been honored with the Federal Home Loan Bank of Pittsburgh's (FHLBank) 2025 Pillars of the Community Award. This is FHLBank's highest organizational honor



2025 and 2024: FCCB was recognized by Newsweek and Plant-A Insights Group as one of the top regional banks in the U.S. This distinction is based on a rigorous evaluation of profitability, financial relevance, risk exposure, and customer metrics.



BUSINESS & FINANCIAL HIGHLIGHTS

Key Financial Highlights

Top Tier Consolidated

In \$000s except for per share data	2022Y	2023Y	2024Y	2025Y	MRQ 3/31/26
Balance Sheet					
Total Assets	\$2,333,393	\$2,975,321	\$3,025,724	\$3,064,564	\$3,026,478
Total Loans	\$1,725,724	\$2,258,215	\$2,322,849	\$2,360,015	\$2,304,096
Total Deposits	\$1,844,208	\$2,321,481	\$2,382,028	\$2,376,979	\$2,441,185
Tangible Common Equity ⁽²⁾	\$168,473	\$190,258	\$211,084	\$250,072	\$255,747
Profitability					
ROAA	1.29%	0.67%	0.93%	1.21%	1.34%
ROAE	12.98%	7.39%	9.59%	11.51%	12.03%
ROATCE ⁽²⁾	15.18%	10.00%	13.84%	15.94%	16.15%
Net Interest Margin	3.41%	3.21%	3.13%	3.50%	3.72%
Efficiency Ratio	53.25%	59.21%	62.15%	57.20%	54.98%
Capital & Per Share					
Tang. Common Equity/Tang. Assets ⁽²⁾	7.28%	6.59%	7.19%	8.40%	8.70%
Tang. Common Equity/Tang. Assets (Excl. AOCI) ⁽²⁾	8.72%	7.46%	7.99%	8.82%	9.20%
Bank Leverage Ratio	8.77%	8.54%	8.99%	9.54%	9.33%
Bank Total RBC Ratio	12.01%	NA ⁽¹⁾	11.99%	NA ⁽¹⁾	NA ⁽¹⁾
TBV per Share	\$40.81	\$39.63	\$43.91	\$52.02	\$53.23
Core Earnings per share - Basic	\$7.08	\$6.47	\$5.95	\$7.62	\$2.16

⁽¹⁾ Bank met the requirements of the CBLR and did not report total RBC ratio

⁽²⁾ Please see Appendix for non-GAAP reconciliations

Liquidity Position and Sources

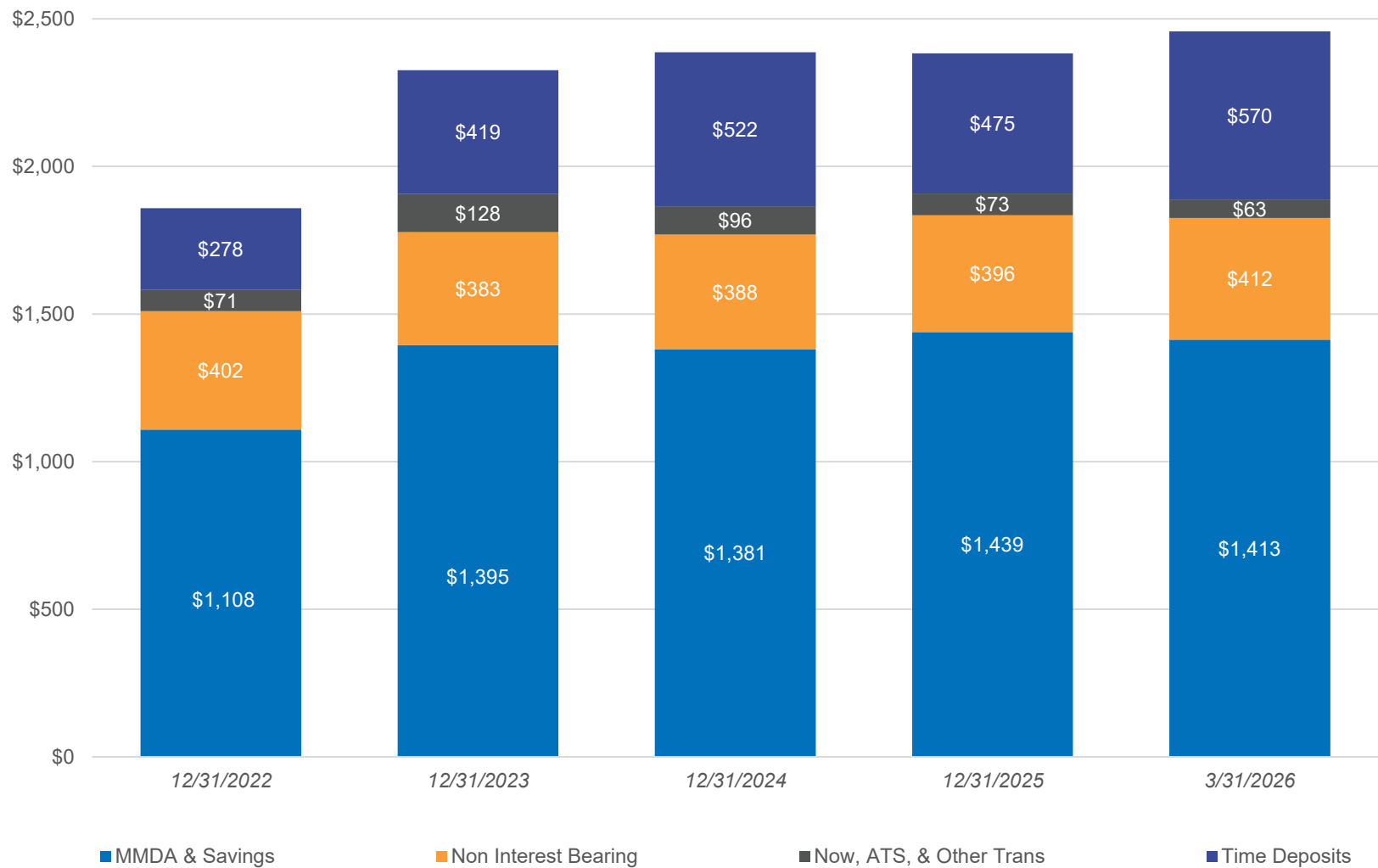
Liquidity Well-Managed to Cover Short-Term Needs

Liquidity Sources	March 31, 2026 <i>\$ in Thousands</i>	December 31, 2025 <i>\$ in Thousands</i>
Cash and Cash Equivalents	\$36,730	\$37,916
FHLB Borrowing Capacity Remaining	804,075	636,189
Brokered Deposits Capacity	492,204	590,629
FRB Borrowing Capacity	25,548	29,546
Total	\$1,358,557	\$1,294,280
Investments		
<i>US Gov't & Agency</i>	\$174,824	\$181,297
<i>MBS & CMO</i>	\$154,494	\$149,310
<i>Municipals</i>	\$130,743	\$120,608
<i>Corporates</i>	\$8,829	\$11,304
<i>Less: Pledged Securities</i>	(347,630)	(364,216)
Net Unpledged Securities	\$121,260	\$98,303
Total Liquidity Sources	\$1,479,817	\$1,392,583

Deposit Mix

Deposit Mix Analysis

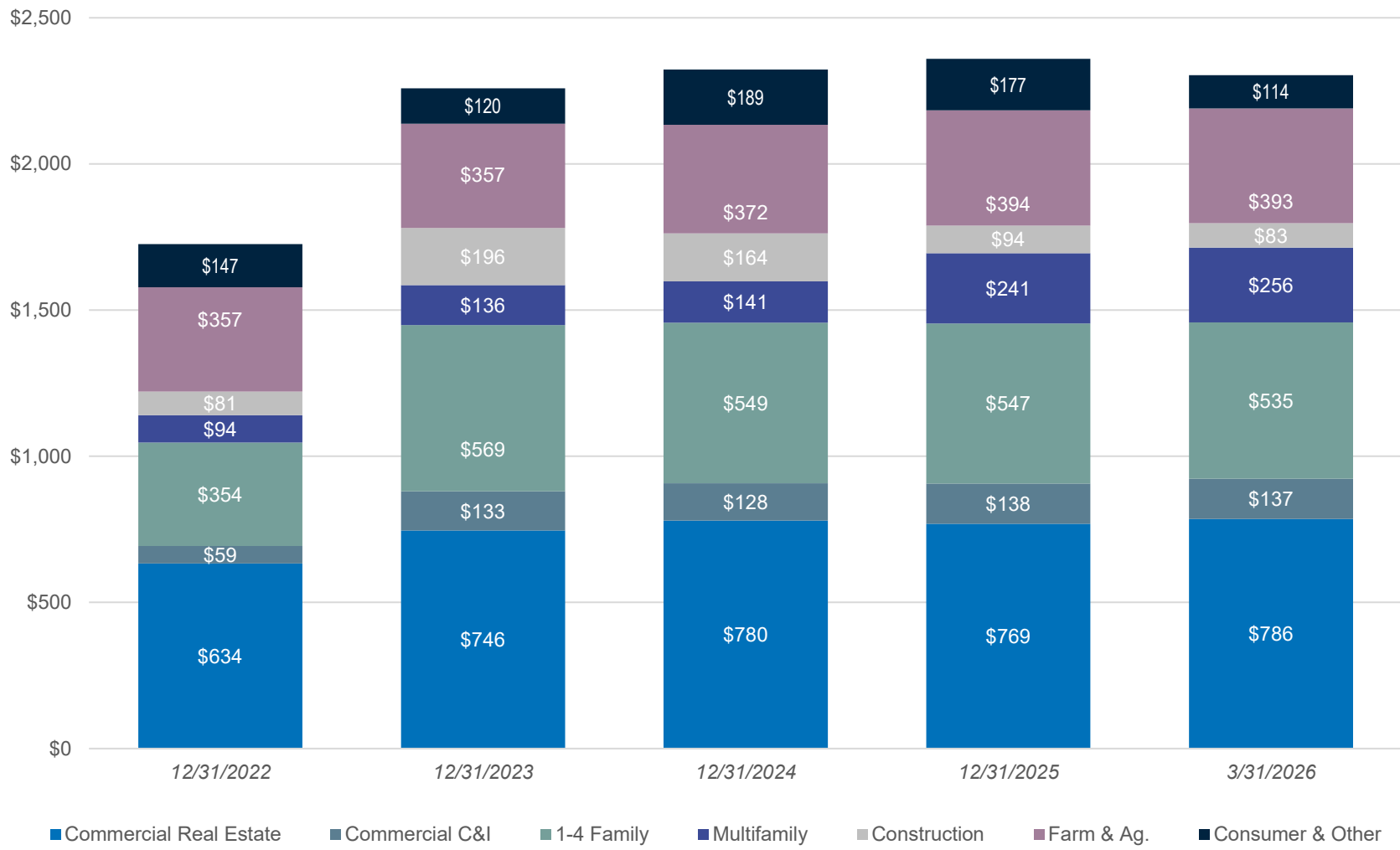
Deposits by Category (\$M's)



Loan Portfolio Mix

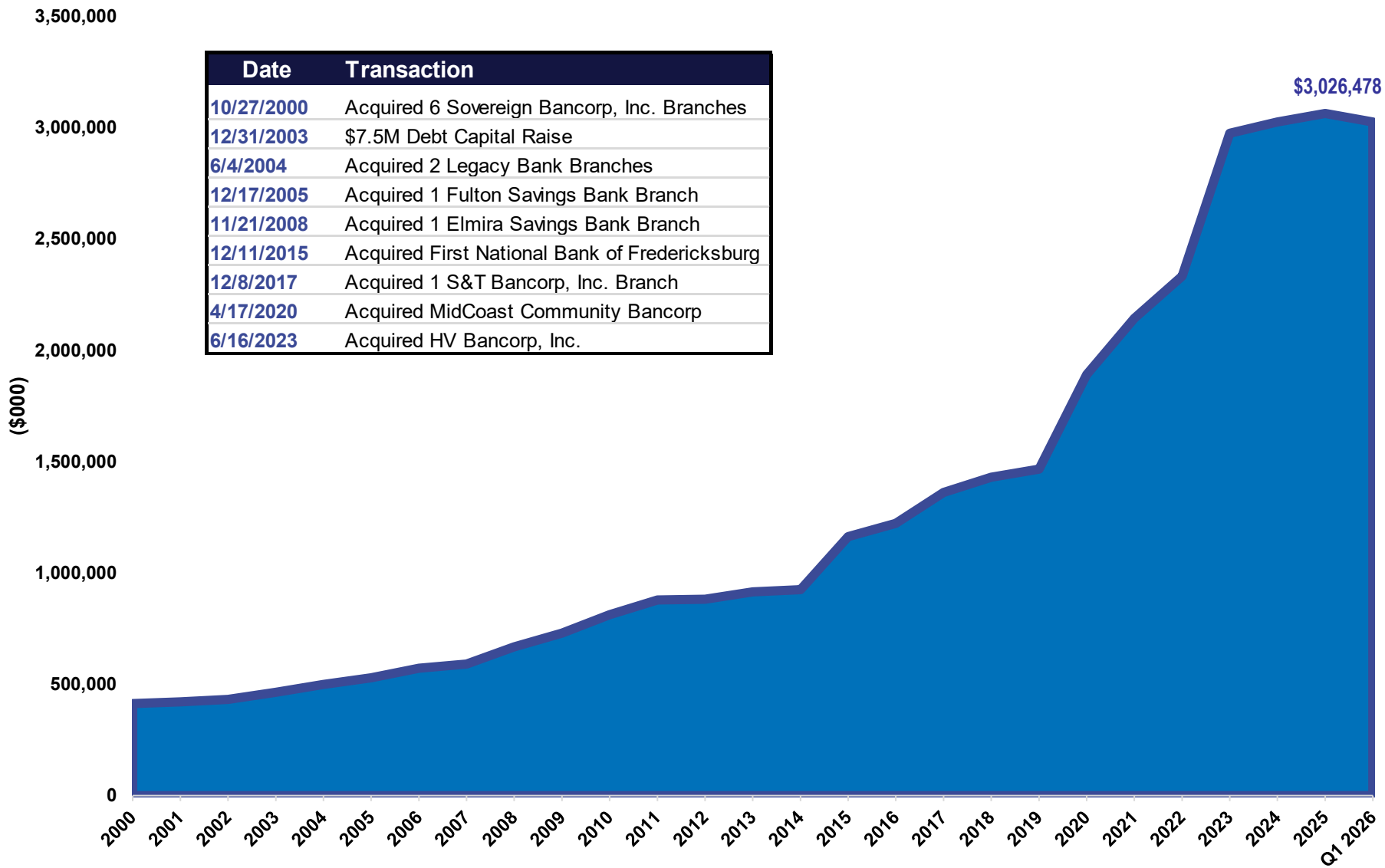
Loan Type Analysis

Loans Outstanding (\$M's)



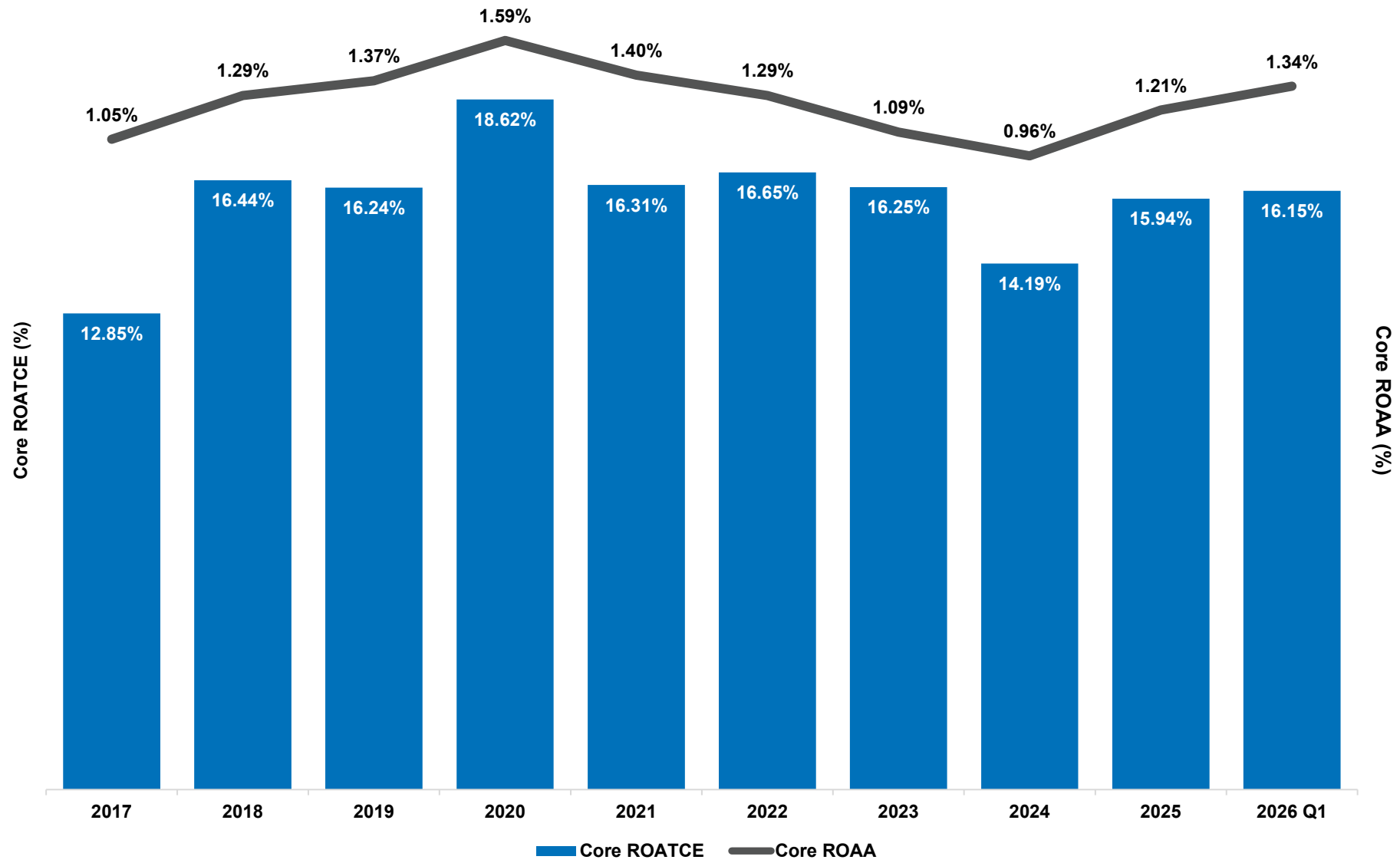
History of Successful Growth

Total Asset Growth since 2000 (\$000)



Consistent & Attractive Returns

Historical Core ROAA ⁽¹⁾ & ROATCE ⁽¹⁾

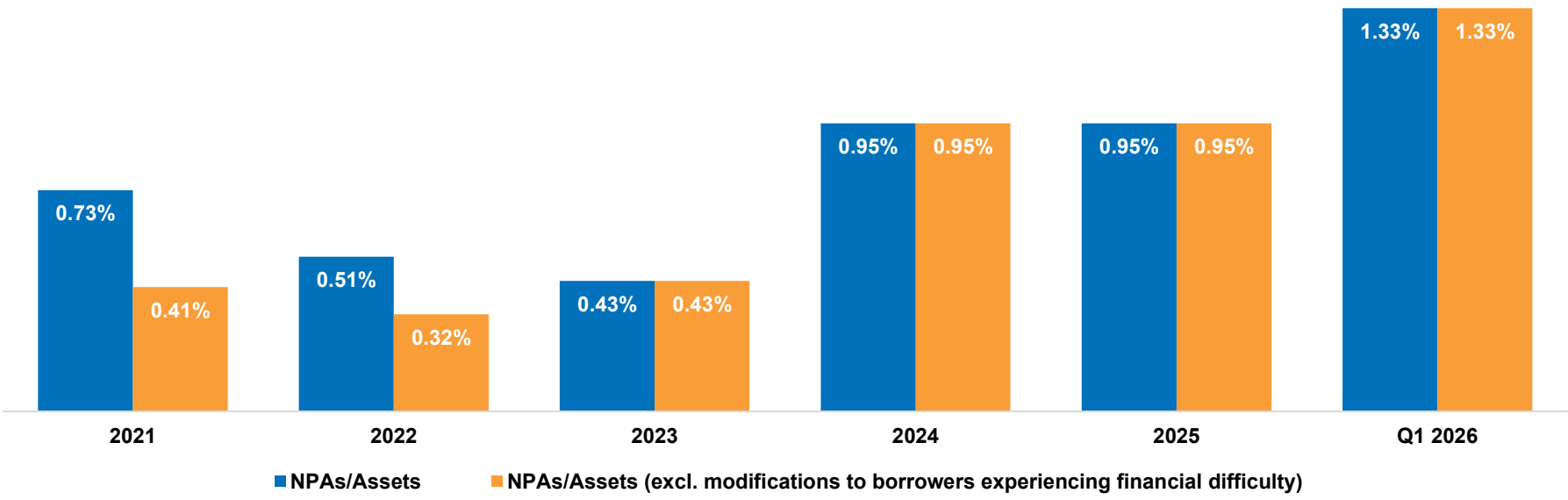


⁽¹⁾ Please see appendix for non-GAAP reconciliations

History of Strong Asset Quality




Historical NPAs/Assets Trends

NCOs/Avg Loans:



Successful Track Record of Prudent Acquisitions

CZFS Acquisitions since January 1, 2015

Transaction:	 <small>FIRST NATIONAL BANK FREDERICKSBURG</small> FNB of Fredericksburg	 <small>MidCoast COMMUNITY BANCORP, INC.</small> MidCoast Community Bancorp, Inc.	 HV Bancorp, Inc.	Total Whole Bank Acquisitions Since January 1, 2015
Geography:	Fredericksburg, PA	Wilmington, DE	Doylestown, PA	--
Date Closed:	12/11/2015	4/17/2020	6/16/2023	--
Locations:	7	3	12	22
Purchase Price:	Cash & Stock: \$23.0 million	Cash & Stock: \$29.5 million	Cash & Stock: \$67.9 million	--
Target Assets (\$M):	\$232	\$269	\$571	\$1,072
Target Loans (\$M):	\$146	\$231	\$391	\$769
Target Deposits (\$M):	\$214	\$213	\$482	\$909

APPENDIX

Non-GAAP Reconciliation – Tangible Book Value

<i>Dollars in thousands</i>	For the Twelve Months Ended,			For the Quarter Ended,			
	12/31/2023	12/31/2024	12/31/2025	6/30/2025	9/30/2025	12/31/2025	3/31/2026
Total common equity	\$279,666	\$299,734	\$338,051	\$313,653	\$327,682	\$338,051	\$343,578
Total intangible assets	89,408	88,650	87,979	88,288	88,132	87,979	87,831
Tangible common equity	\$190,258	\$211,084	\$250,072	\$225,365	\$239,550	\$250,072	\$255,747
Total assets	\$2,975,321	\$3,025,724	\$3,064,564	\$2,967,274	\$3,056,269	\$3,064,564	\$3,026,478
Total intangible assets	89,408	88,650	87,979	88,288	88,132	87,979	87,831
Tangible assets	\$2,885,913	\$2,937,074	\$2,976,585	\$2,878,986	\$2,968,137	\$2,976,585	\$2,938,647
Accumulated other comprehensive gain (loss) income	(\$24,911)	(\$23,521)	(\$12,377)	(\$21,026)	(\$14,650)	(\$12,377)	(\$14,682)
TCE / TA	6.59%	7.19%	8.40%	7.83%	8.07%	8.40%	8.70%
TCE / TA (Excl. AOCI)	7.46%	7.99%	8.82%	8.56%	8.56%	8.82%	9.20%
Tangible Book Value Per Share	\$39.63	\$43.91	\$52.02	\$46.88	\$49.83	\$52.02	\$53.23

Non-CAAD Reconciliation

Dollars in thousands, except per share data

	For the Twelve Months Ended,								For the	Year to
	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024	12/31/2025	Quarter	Date
Net income	\$18,034	\$19,490	\$25,103	\$29,118	\$29,060	\$17,811	\$27,818	\$27,818	\$10,376	\$10,376
Boli death benefits	-	-	-	(1,155)	-	-	-	-	-	-
After tax provision for credit losses - acquisition day 1 non-PCD	-	-	-	-	-	3,627	-	-	-	-
After tax gain on sale of Braavo, net of legal fees	-	-	-	-	-	-	(712)	(712)	-	-
After tax provision associated with Braavo loans remaining after sale	-	-	-	-	-	-	1,427	1,427	-	-
After tax merger and acquisition costs	-	466	2,179	-	-	7,513	-	-	-	-
Core net income	\$18,034	\$19,956	\$27,282	\$27,963	\$29,060	\$28,951	\$28,533	\$28,533	\$10,376	\$10,376
Number of shares used in computation - basic	3,788,208	3,769,366	4,015,898	4,116,956	4,102,593	4,476,235	4,797,258	4,797,258	4,798,170	4,798,170
Earnings per share, excluding merger and acquisition costs, provision for credit losses - acquisition day 1 non-PCD and Braavo related gain and provision	\$4.76	\$5.29	\$6.79	\$6.79	\$7.08	\$6.47	\$5.95	\$5.95	\$2.16	\$2.16
Average assets	\$1,400,499	\$1,453,957	\$1,719,757	\$2,002,634	\$2,255,966	\$2,666,841	2,981,322	2,981,322	3,099,013	3,099,013
Annualized return on average assets, excluding boli death benefits, merger and acquisition costs, provision for credit losses - acquisition day 1 non-PCD and Braavo related gain and provision	1.29%	1.37%	1.59%	1.40%	1.29%	1.09%	0.96%	0.96%	1.34%	1.34%
Average stockholders equity - GAAP	\$138,691	\$149,887	\$176,674	\$204,222	\$223,955	\$241,124	\$290,094	\$290,094	\$344,893	\$344,893
Annualized return on average stockholders equity, excluding boli death benefits, merger and acquisition costs, provision for credit losses - acquisition day 1 non-PCD and Braavo related gain and provision	13.00%	13.31%	15.44%	13.69%	12.98%	12.01%	9.84%	9.84%	12.03%	12.03%
Average Tangible Equity - Non-GAAP	\$109,712	\$122,871	\$146,505	\$171,450	\$174,568	\$178,131	\$201,063	\$201,063	\$256,977	\$256,977
Annualized return on average tangible equity, excluding boli death benefits, merger and acquisition costs, provision for credit losses - acquisition day 1 non-PCD and Braavo related gain and provision	16.44%	16.24%	18.62%	16.31%	16.65%	16.25%	14.19%	14.19%	16.15%	16.15%