



FCCCB

FIRST CITIZENS COMMUNITY BANK

**INVESTOR PRESENTATION
2ND QUARTER 2025
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.

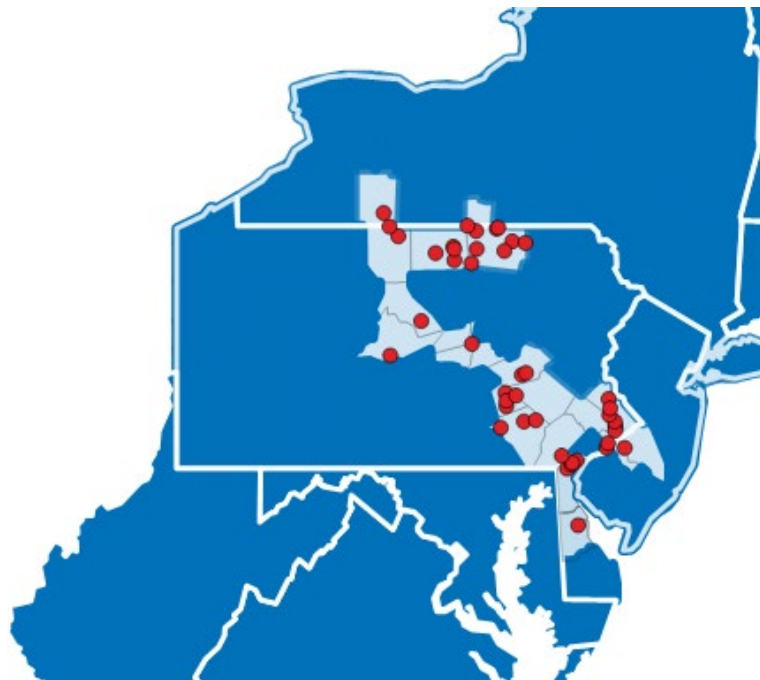
Additional factors are discussed in this Annual Report on Form 10-K under “Item 1A. Risk Factors.” These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. Forward-looking statements speak only as of the date 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: \$3.0B

Gross Loans: \$2.2B

Deposits: \$2.3B

YTD Return on Average Assets: 1.07%

YTD Return on Average Tangible Common Equity : 14.65%⁽³⁾

Company Overview

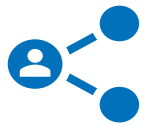
Headquarters	Mansfield, PA
Founded	1872
Chartered	1932
Ticker	NASDAQCM: CZFS
Market Cap ⁽¹⁾	\$278.8
Branches ⁽²⁾	44
Employees ⁽²⁾	373 FT – 34 PT
Institutional Ownership	42.42%
3 Mo. ADTV	9,030
52 Week H/L	\$74.65 / \$40.79
Chairman	R. Joseph Landy
CEO, President & Vice Chairman	Randall E. Black
Executive VP & CFO	Stephen J. Guillaume

Lines of Business



Retail Banking

- Retail Banking with 44 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 July 25, 2025
⁽²⁾ Branches & Employees data as of July 25, 2025
⁽³⁾ Please see appendix for non-GAAP reconciliations
 Note: Holding Company data shown; Data as of June 30, 2025

Financial Highlights

June 30, 2025

2025Q2 vs. 2025Q1

MRQ – Highlights - YTD		Profitability	Balance Sheet	Credit	
Diluted EPS \$1.76	Diluted EPS \$3.35	Net Interest Margin 3.47% vs. 3.30%	Total Assets \$3.0B (1.6%) Growth	NPAs / Assets Ratio 0.92% vs. 0.91%	
Net Income \$8.5 M	Net Income \$16.1 M	Core ROAA ⁽¹⁾ 1.13% vs. 1.00%	YTD Core ROAA ⁽¹⁾ 1.07% vs. 1.00%	Total Loans and Leases \$2.2B (0.60%) Growth	NPLs / Gross Loans Ratio 1.11% vs. 1.08%
Core ROATCE 15.19%	Core ROATCE ⁽¹⁾ 14.65%	Efficiency Ratio 58.62% vs. 61.53%	Total Deposits \$2.3B (3.05%) Growth	Reserves / NPLs Ratio 88.6% vs. 88.5%	



(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	31	1993
Stephen J. Guillaume	Executive VP & CFO	15	2009
David Z. Richards Jr.	Sr Executive VP & Board Director	47	2017
Jeffrey L. Wilson	Sr Executive VP & Chief Credit Officer	37	1987
LeeAnn Gephart	Executive VP & Chief Banking Officer	18	2021
Jeffrey R White	Executive VP & COO	7	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, 2nd for banks HQ'd in PA.



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



In 2017, Forbes Magazine began conducting customer satisfaction surveys for all banks across the nation. First Citizens Community Bank was voted “Best in State Bank” by our customers in a Forbes Magazine survey in 2018 and 2019.



FCCB was celebrated for outstanding 2020 performance in the prestigious Bank Directors Performance Scorecard, placing 29th in the nation and as the highest-ranking Pennsylvania bank.



In 2022 FCCB received the Bank On Certification, a certification promoted by the CFE Fund that is nationally awarded to banks that meet account criteria that ensures everyone has access to a safe, affordable transactional banking account.



In 2020, Banking Mid Atlantic magazine ranked FCCB as the third bank in North Central, Pennsylvania for overall quality.



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



2023 and 2024: FCCB was recognized by Newsweek and Plant-A Insights Group as one of the top 250 regional banks in the United States. This distinction was awarded based on a thorough evaluation of profitability, financial relevance, risk exposures, overall health, and stability, including social media and app store reviews.





BUSINESS & FINANCIAL HIGHLIGHTS

Key Financial Highlights

Top Tier Consolidated

In \$000s except for per share data	2021Y	2022Y	2023Y	2024Y	MRQ 6/30/25
Balance Sheet					
Total Assets	\$2,143,863	\$2,333,393	\$2,975,321	\$3,025,724	\$2,967,274
Total Loans	\$1,446,087	\$1,725,724	\$2,258,215	\$2,322,849	\$2,257,284
Total Deposits	\$1,836,151	\$1,844,208	\$2,321,481	\$2,382,028	\$2,292,662
Tangible Common Equity ⁽²⁾	\$180,662	\$168,473	\$190,258	\$211,084	\$225,365
Profitability					
ROAA	1.45%	1.29%	0.67%	0.93%	1.13%
ROAE	14.26%	12.98%	7.39%	9.59%	10.88%
ROATCE ⁽²⁾	16.99%	15.18%	10.00%	13.84%	15.19%
Net Interest Margin	3.52%	3.41%	3.21%	3.13%	3.47%
Efficiency Ratio	52.71%	53.25%	59.21%	62.15%	58.62%
Capital & Per Share					
Tang. Common Equity/Tang. Assets ⁽²⁾	8.55%	7.28%	6.59%	7.19%	7.83%
Tang. Common Equity/Tang. Assets (Excl. AOCI) ⁽²⁾	8.56%	8.72%	7.46%	7.99%	8.56%
Bank Leverage Ratio	8.94%	8.77%	8.54%	8.99%	9.22%
Bank Total RBC Ratio	NA ⁽¹⁾	12.01%	NA ⁽¹⁾	11.99%	NA ⁽¹⁾
TBV per Share	\$43.61	\$40.81	\$39.63	\$43.91	\$46.88
Core Earnings per share - Basic	\$6.79	\$7.08	\$6.47	\$5.95	\$1.76

⁽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

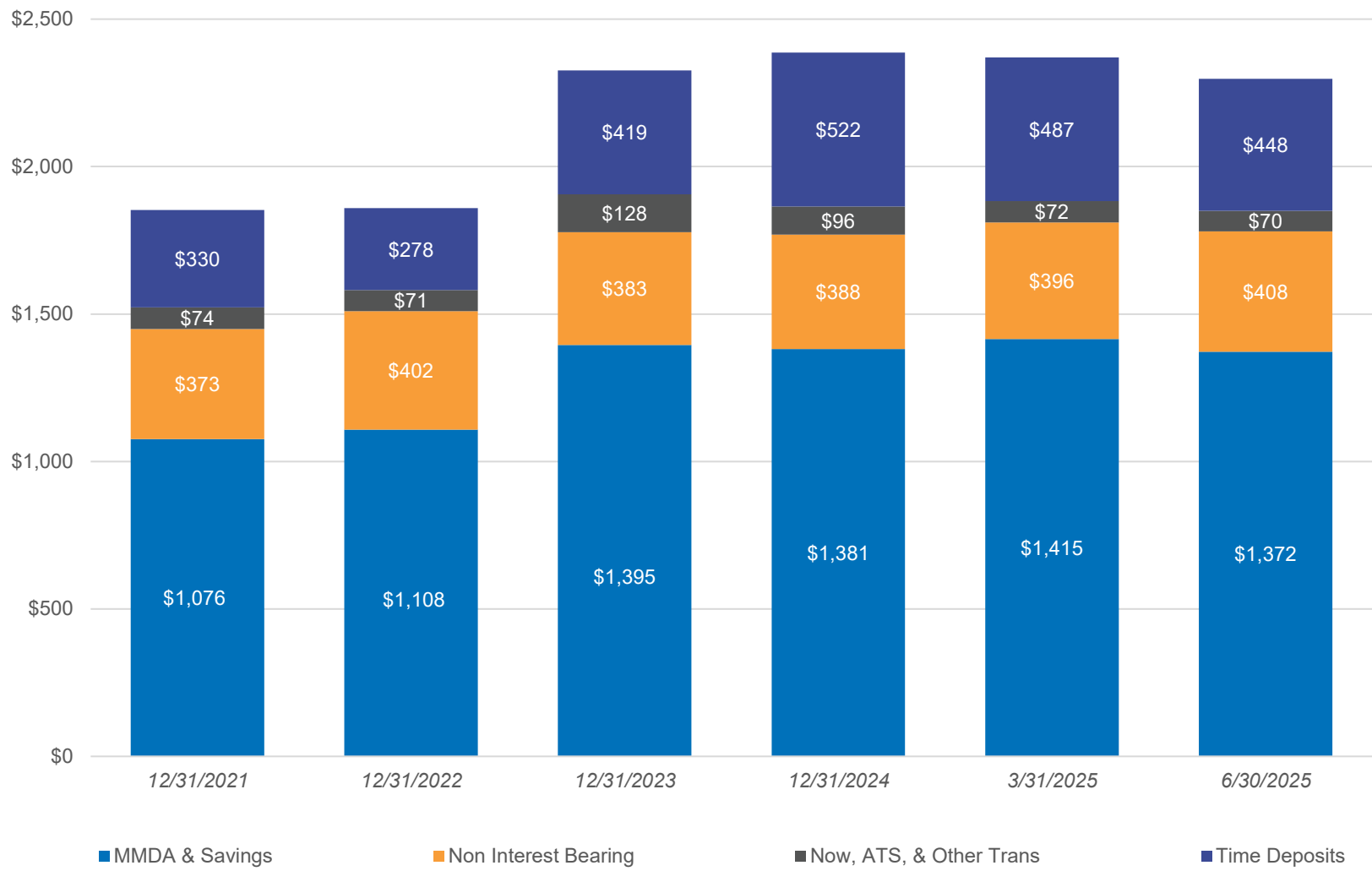
Liquidity Well-Managed to Cover Short-Term Needs

Liquidity Sources	June 30, 2025	March 31, 2025
	\$ in Thousands	\$ in Thousands
Cash and Cash Equivalents	\$53,109	\$40,411
FHLB Borrowing Capacity Remaining	638,414	616,996
Brokered Deposits Capacity	532,859	524,437
FRB Borrowing Capacity	44,725	49,101
Total	\$1,269,107	\$1,230,945
Investments		
US Gov't & Agency	\$200,974	\$210,727
MBS & CMO	\$145,334	\$134,639
Municipals	\$103,339	\$102,792
Corporates	\$11,255	\$11,230
Less: Pledged Securities	(364,485)	(362,098)
Net Unpledged Securities	\$96,417	\$97,290
Total Liquidity Sources	\$1,365,524	\$1,328,235

Deposit Mix

Deposit Mix Analysis

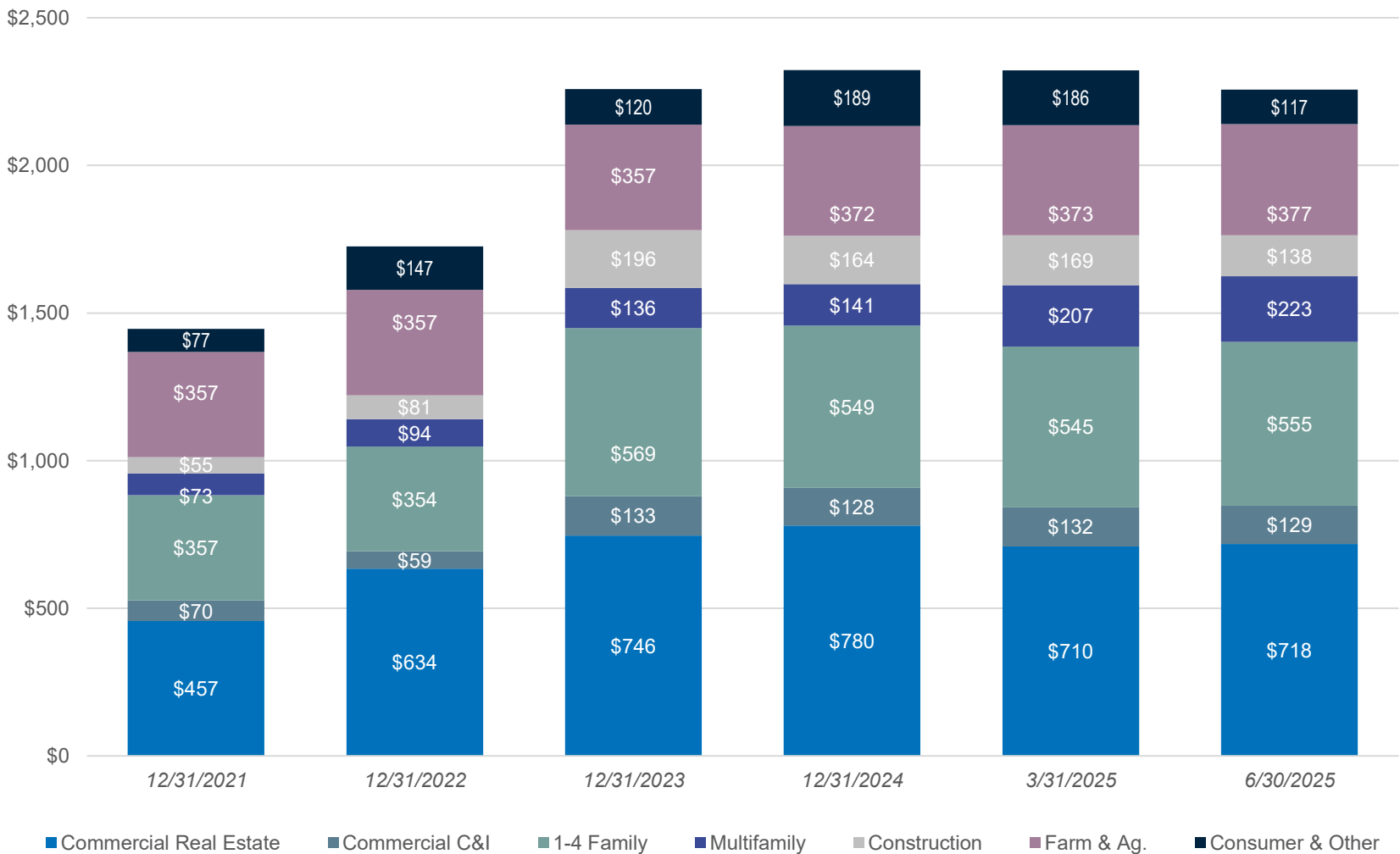
Deposits by Category (\$M's)



Loan Portfolio Mix

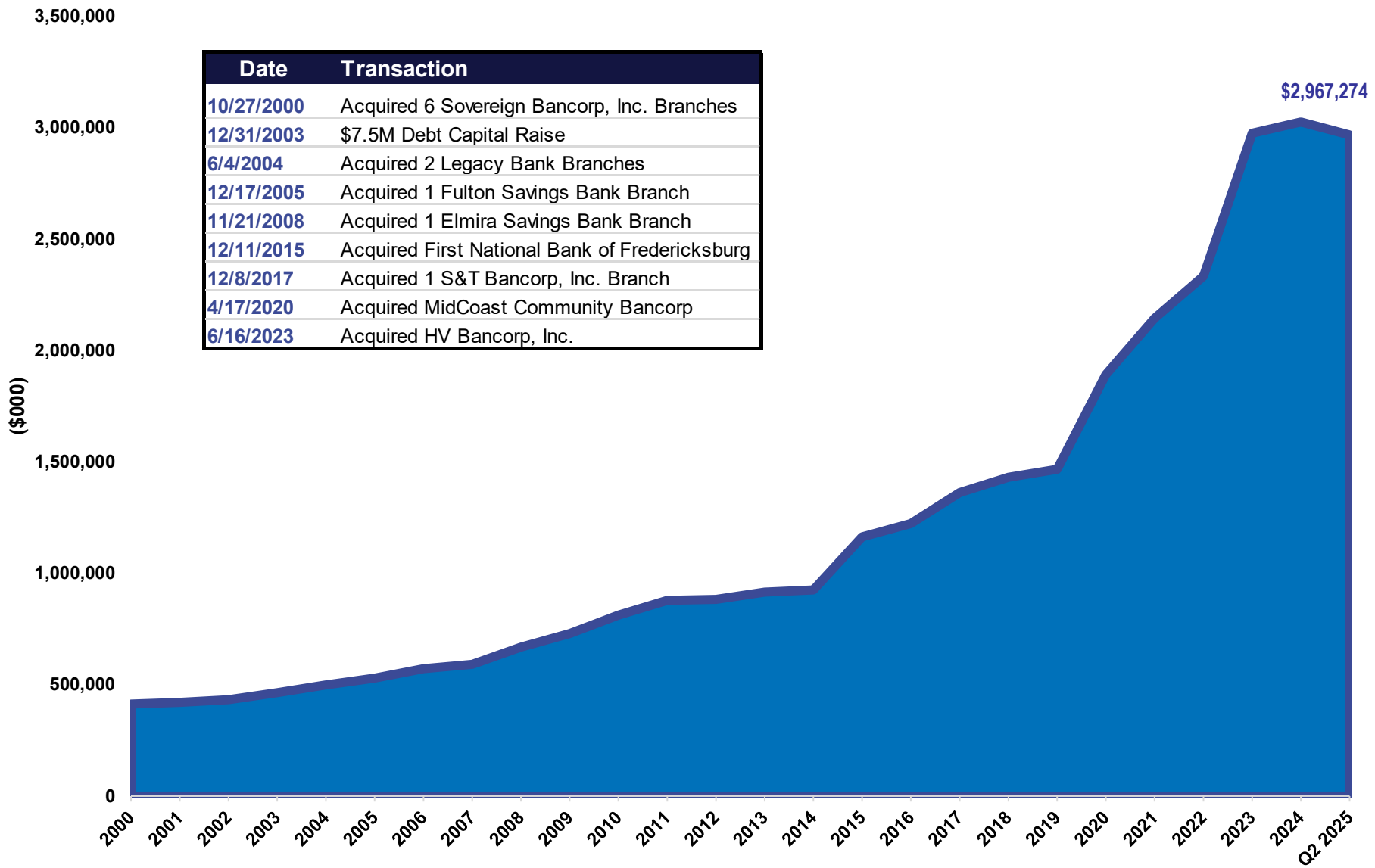
Loan Type Analysis

Loans Outstanding (\$M's)



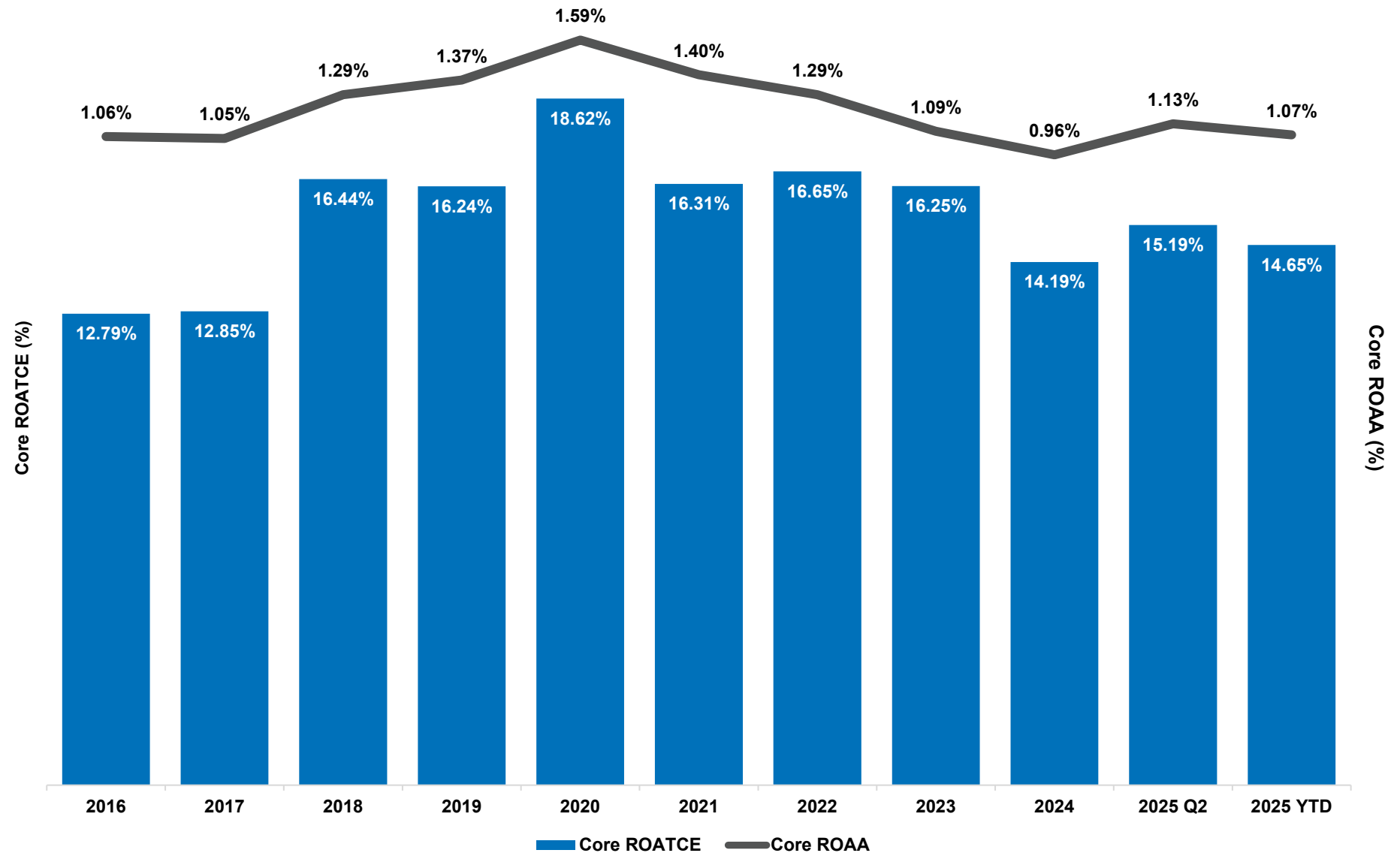
History of Successful Growth

Total Asset Growth since 2000 (\$000)



Consistent & Attractive Returns

Historical Core ROAA (1) & ROATCE (1)

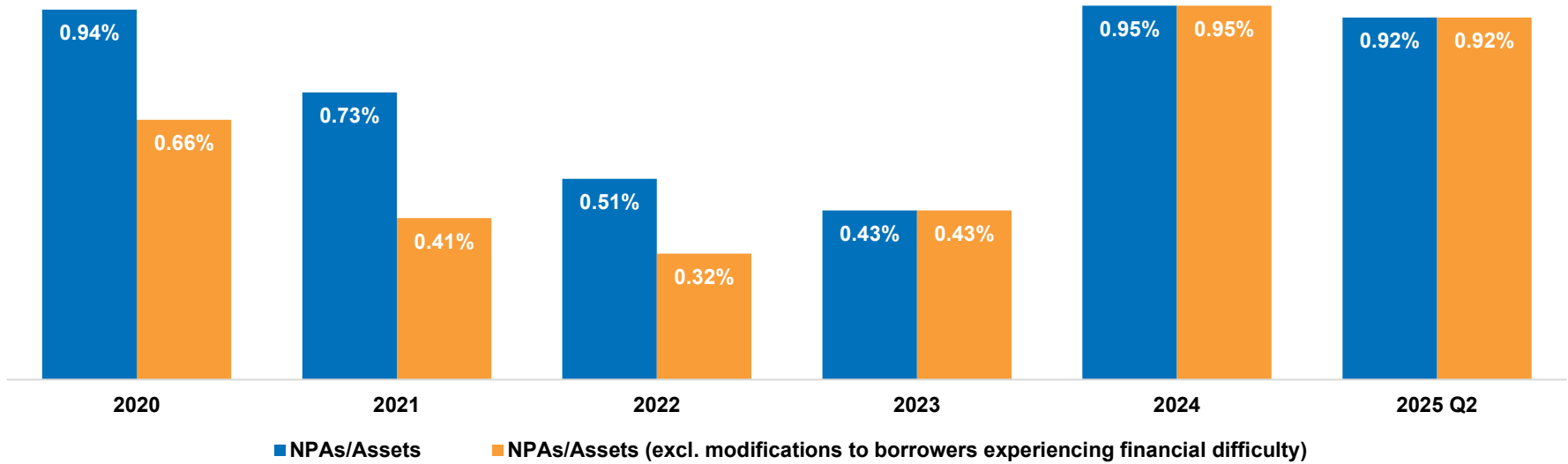


(1) Please see appendix for non-GAAP reconciliations

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:	 FIRST NATIONAL BANK FREDERICKSBURG FNB of Fredericksburg	 MidCoast COMMUNITY BANCORP, INC. MidCoast Community Bancorp, Inc.	 HVB 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

Dollars in Thousands	For the Twelve Months Ended,			For the Quarter Ended,			
	12/31/2022	12/31/2023	12/31/2024	9/30/2024	12/31/2024	3/31/2025	6/30/2025
Dollars in thousands							
Total common equity	\$200,147	\$279,666	\$299,734	\$298,654	\$299,734	\$308,296	\$313,653
Less: Total intangible assets	32,648	89,408	88,650	88,841	88,650	88,464	88,288
Tangible common equity	\$167,499	\$190,258	\$211,084	\$209,813	\$211,084	\$219,832	\$225,365
Total assets	\$2,333,393	\$2,975,321	\$3,025,724	\$3,026,468	\$3,025,724	\$3,016,338	\$2,967,274
Less: Total intangible assets	32,648	89,408	88,650	88,841	88,650	88,464	88,288
Tangible assets	\$2,300,745	\$2,885,913	\$2,937,074	\$2,937,627	\$2,937,074	\$2,927,874	\$2,878,986
Accumulated other comprehensive loss	(\$33,141)	(\$24,911)	(\$23,521)	(\$18,916)	(\$23,521)	(\$20,239)	(\$21,026)
TCE / TA	7.28%	6.59%	7.19%	7.14%	7.19%	7.51%	7.83%
TCE / TA (Excl. AOCI)	8.72%	7.46%	7.99%	7.79%	7.99%	8.20%	8.56%
Tangible Book Value Per Share	\$40.81	\$39.63	\$43.91	\$43.65	\$43.91	\$45.73	\$46.88

Non-GAAP Reconciliation

Dollars in thousands, except per share data

	For the Twelve Months Ended,								For the	Year to
	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024	Quarter	Date
Net income	\$13,025	\$18,034	\$19,490	\$25,103	\$29,118	\$29,060	\$17,811	\$27,818	\$8,463	\$16,084
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)	-	-
After tax provision associated with Braavo loans remaining after sale	-	-	-	-	-	-	-	1,427	-	-
After tax merger and acquisition costs	165	-	466	2,179	-	-	7,513	-	-	-
Core net income	\$13,190	\$18,034	\$19,956	\$27,282	\$27,963	\$29,060	\$28,951	\$28,533	\$8,463	\$16,084
Number of shares used in computation - basic	3,798,628	3,788,208	3,769,366	4,015,898	4,116,956	4,102,593	4,476,235	4,797,258	4,797,716	4,797,642
Earnings per share, excluding merger and acquisition costs, provision for credit losses - acquisition day 1 non-PCD and Braavo related gain and provision	\$3.47	\$4.76	\$5.29	\$6.79	\$6.79	\$7.08	\$6.47	\$5.95	\$1.76	\$3.35
Average assets	\$1,258,925	\$1,400,499	\$1,453,957	\$1,719,757	\$2,002,634	\$2,255,966	\$2,666,841	2,981,322	2,988,727	3,015,695
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	1.05%	1.29%	1.37%	1.59%	1.40%	1.29%	1.09%	0.96%	1.13%	1.07%
Average stockholders equity - GAAP	\$129,756	\$138,691	\$149,887	\$176,674	\$204,222	\$223,955	\$241,124	\$290,094	\$311,239	\$308,078
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	10.17%	13.00%	13.31%	15.44%	13.69%	12.98%	12.01%	9.84%	10.88%	10.44%
Average Tangible Equity - Non-GAAP	\$102,611	\$109,712	\$122,871	\$146,505	\$171,450	\$174,568	\$178,131	\$201,063	\$222,851	\$219,599
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	12.85%	16.44%	16.24%	18.62%	16.31%	16.65%	16.25%	14.19%	15.19%	14.65%