



Stock Symbol: CZFS.OB www.firstcitizensbank.com

Dear Shareholders and Friends:

January 26, 2018

On behalf of the Board of Directors, our management team and our employees, I am pleased to report on our financial performance for the fourth quarter and year ended December 31, 2017. Our financial results continue to reflect strong financial performance through the execution of our strategic plan, growth initiatives, and our commitment to providing outstanding customer service in all of our service areas. I am excited to announce that in December, we finalized the acquisition of a full service branch in State College, Pennsylvania that will further increase our access to additional growth markets.

For the year ended December 31, 2017 net income totaled \$13,025,000 which compares to net income of \$12,638,000 for 2016, an increase of \$387,000 or 3.1%. Basic earnings per share of \$3.74 for 2017 compares to \$3.60 for 2016. Return on equity for the year ended December 31, 2017 and 2016 was 10.04% and 10.24%, respectively, while return on assets was 1.03% and 1.06%, respectively.

Fourth quarter and full year income was negatively impacted by an increase in income tax expense. The Tax Cuts and Jobs Act, enacted on December 22, 2017, lowered the federal corporate income tax rate from 34% to 21% effective January 1, 2018. As a result, the carrying value of net deferred tax assets was reduced which increased income tax expense by \$1.5 million, or \$.44 per share. Excluding this write-down, 2017 net income would have been \$14.6 million, or \$4.18 per share on a non GAAP basis. Return on equity and return on assets for 2017 would have been 11.22% and 1.16%, respectively, also on a non GAAP basis. We expect to recover during 2018 all of the \$1.5 million increase in income taxes as a result of the decreased tax rate.

For the three months ended December 31, 2017, net income totaled \$2,604,000 which compares to net income of \$3,171,000 for the fourth quarter of 2016, a decrease of \$567,000, directly related to the increase in income tax expense due to the passage of the Tax Cuts and Jobs Act. Annualized return on equity for the three months ended December 31, 2017 and 2016 was 7.82% and 10.12%, respectively, while annualized return on assets was .80% and 1.05%, respectively.

Net interest income before the provision for loan loss for the year ended December 31, 2017 totaled \$42,254,000 compared to \$37,964,000 for the year ended December 31, 2016 resulting in an increase of \$4,290,000, or 11.3%. The net interest margin for the year ended December 31, 2017 was 3.80% compared to 3.68% for 2016. Net loan growth since December 31, 2016 totaled \$198.6 million, and has resulted in the increase in net interest income. The increase in loans includes \$39.8 million of loan growth attributable to the Sate College branch acquisition in December. Excluding State College, net loans increased \$52.8 million during the fourth quarter. Due to the loan growth, the provision for loan losses has increased from \$1,520,000 for the year ended December 31, 2016 to \$2,540,000 for 2017.

Non-interest expenses for the year ended December 31, 2017 totaled \$29,314,000 compared to \$28,671,000 for 2016, which is an increase of \$643,000, or 2.2%. Salaries and benefits increased \$1.1 million primarily due to the increased costs associated with the additional lending teams hired during the second and third quarters of 2016, branch and loan production office expansion, and normal employee merit increases. For the three months ended December 31, 2017, non-interest expenses increased \$452,000 compared to the three months ended December 31, 2016.

At December 31, 2017, total assets were \$1.36 billion, which compares to \$1.22 billion at December 31, 2016. Available for sale securities of \$254.8 million at December 31, 2017 decreased \$59.2 million from December 31, 2016 to fund growth in our loan portfolio, which is part of our balance sheet strategy to reallocate interest earning assets into loans. Net loans as of December 31, 2017 totaled \$989.3 million compared to \$790.7 million as of December 31, 2016, an increase of \$198.6 million as noted above. Total deposits increased \$99.4 million from December 31, 2016, to \$1.1 billion at December 31, 2017. The increase includes \$37.9 million obtained through the Sate College branch acquisition. Borrowed funds increased \$35 million from December 31, 2016 to the end of 2017 primarily to fund loan growth.

Stockholders' equity totaled \$129 million at December 31, 2017, which compares to \$123.3 million at December 31, 2016, an increase of \$5.7 million. The increase was attributable to net income for the year ended December 31, 2017 totaling \$13 million, offset by cash dividends for the year totaling \$5.9 million. As a result of changes in interest rates impacting the fair value of investment securities, the unrealized gain on available for sale investment securities decreased \$1.5 million from the end of 2016. On December 5, 2017, the Board of Directors declared a cash dividend of \$0.43 per share, which was paid on December 29, 2017 to shareholders of record at the close of business on December 15, 2017. The quarterly cash dividend is an increase of 7.5% over the regular cash dividend of \$0.40 per share declared one year ago, as adjusted for the 5% stock dividend declared in June 2017. The Board recognizes the importance of providing and maintaining a solid return to our shareholders, and our quarterly dividend is an important component of this return.

I would like to personally express my sincere thanks to our employees, local board members, management team and the Board of Directors for their continued efforts and dedication. I remain excited and optimistic about our continued growth opportunities, as well as our goal to provide outstanding shareholder return. I welcome you to share in this excitement and stop by any of our branches to see what we are all about and what we have to offer you.

Sincerely,

Randall E. Black

Chief Executive Officer and President

For assistance regarding a change in registration of stock certificates, replacing lost certificates/dividend checks, or address changes, please contact either Gina Boor, Shareholder Services at 800-326-9486 or our transfer agent – Broadridge Corporate Issuer Solutions, Inc., 1717 Arch Street, Suite 1300, Philadelphia, PA 19103 / toll free: 877-830-4936 / website: https://investor.broadridge.com.

	December 31 2017	December 31 2016	
ASSETS:			
Total cash and cash equivalents Interest bearing time deposits with other banks Available-for-sale securities Loans (net of allowance for loan losses: 2017, \$11,190; December 31, 2016, \$8,886) Other assets	\$ 18,5 10,24 254,78 989,33 88,90	33 6,955 32 314,017 35 790,725	
TOTAL ASSETS	\$ 1,361,88	<u>\$ 1,223,018</u>	
LIABILITIES:			
Total deposits Borrowed funds Other liabilities	\$ 1,104,94 114,66 13,26	79,662	
TOTAL LIABILITIES	1,232,87	1,099,750	
STOCKHOLDERS' EQUITY	129,0	123,268	
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 1,361,88	\$ 1,223,018	
Consolidated Statement of Income (Unaudited - In thousands)		onths Ended	Twelve Months Ended
	2017	mber 31, 2016	December 31, 2017 2016
Interest income Interest expense	\$ 12,89 1,65		\$ 48,093 \$ 43,005 5,839 5,041
Net interest income Provision for loan losses	11,23	9,876 00 750	<b>42,254</b> 37,964 <b>2,540</b> 1,520
Net interest income after provision for loan losses	10,43	9,126	<b>39,714</b> 36,444
Other non-interest income Investment securities gains, net Non-interest expense	1,9 8 7,7	100	7,621     7,644       1,035     255       29,314     28,671
Income before provision for income taxes Provision for income taxes	5,5. 		19,056 15,672 6,031 3,034
NET INCOME	\$ 2,60	94 \$ 3,171	<b>\$ 13,025 \$ 12,638</b>
Performance Ratios and Share Data:  Return on average assets (annualized for the three and twelve month periods)  Return on average equity (annualized for the three and twelve month periods)  Return on average tangible equity (annualized for the three and twelve month periods)  Net interest margin (tax equivalent)  Cash dividends paid per share	0.88 7.83 9.44 3.88 \$ 0.4	2% 10.12% 9% 12.40% 3.75%	1.03% 1.06% 10.04% 10.24% 12.22% 12.62% 3.80% 3.68% \$ 1.670 \$ 1.583
Earnings per share - basic Earnings per share - diluted Number of shares used in computation - basic Number of shares used in computation - diluted	\$ 0.4 \$ 0.5 \$ 3,483,16 3,483,57	75 \$ 0.91 75 \$ 0.91 64 3,493,375	\$ 3.74 \$ 3.60 \$ 3.74 \$ 3.60 \$ 3,481,366 3,507,497 3,483,090 3,509,053
Book value per share (at end of period)  Common shares outstanding (at end of period)  Nonperforming assets to total loans (at end of period)			<b>37.81</b> \$ 35.77 <b>3,486,874</b> 3,319,704 <b>1.18%</b> 1.61%