

2022 Annual Shareholder Meeting

April 18, 2022



Don Walsworth

Chairman



Citizens Bancshares Directors

- Don Walsworth, Chairman
- Roger Arwood, CEO
- Spencer Cohn
- Edward Douglas
- James Gegg
- Gene Millard
- David Neal
- W.L. “Barry” Orscheln
- Patrick Thorne
- Don Walsworth, Jr.
- William Young

Jon Appleby

Chief Financial Officer



	2021 Actual	2020 Actual	Favorable/ (Unfavorable)
<u>Summary Income Statement</u>			
Interest Income	25,298	30,615	(5,317)
Interest Expense	(2,079)	(6,087)	4,008
Net Interest Income	23,220	24,528	(1,308)
Fee Income	9,597	8,578	1,019
Non-Interest Expense	(28,131)	(27,668)	(463)
Pre-Tax/Gain/Credit Income	4,686	5,438	(752)
Loan Loss Provision	2,561	(3,376)	5,937
Net Forclosed Real Estate Expense	(534)	(125)	(408)
Gain/(Loss) on Sale	1,752	341	1,411
Pre-Tax Income	8,466	2,279	6,187
Taxes	(1,751)	(364)	(1,387)
Net Income	6,715	1,915	4,800

Selected Ratios

Earnings Per Share	\$2.86	\$.82	-0.40%
Return on Assets	0.66%	0.20%	0.46%
Return on Equity	6.55%	1.98%	4.57%

	2021 Actual	2020 Actual	\$ Change	% Change
Summary Balance Sheet				
Cash	248,448	196,163	52,286	26.7%
Securities	208,759	193,436	15,323	7.9%
Total Loans	471,644	545,514	(73,870)	-13.5%
Allowance for Loan Loss	(6,295)	(9,126)	2,831	-31.0%
ORE/OPE	7,383	6,896	487	7.1%
Other Assets	51,152	55,528	(4,376)	-7.9%
Total Assets	981,091	988,411	(7,320)	-0.7%
DDA	246,950	213,068	33,882	15.9%
NOW Accounts	184,744	181,323	3,421	1.9%
MMDA/Savings	179,697	159,721	19,976	12.5%
Public Funds	98,110	111,616	(13,506)	-12.1%
Time Deposits	133,961	177,137	(43,176)	-24.4%
Total Deposits	843,462	842,865	597	0.1%
Repo Agreements	27,621	26,046	1,575	6.0%
FHLB Borrowings	0	0	0	0.0%
Subordinated Debt	0	12,500	(12,500)	-100.0%
Other Liabilities	6,358	6,381	(23)	-0.4%
Equity	103,649	100,619	3,031	3.0%
Total Liab./Equity	981,091	988,411	(7,320)	-0.7%
Asset Quality Ratios				
Classified Asset/Capital (ACI Ratio)	22.66%	35.59%	-12.93%	
Non Performing Asset/Total Assets	1.47%	1.79%	-0.32%	
Charge offs/Total Loans	.04%	.12%	0.08%	

Shareholder Equity

	12/31/2021	12/31/2020	Change
Common Equity (in 000's)	101,756	95,041	6,715
Intangible Assets	(2,638)	(2,704)	67
Net Tangible Book Value	99,118	92,337	6,781
Net Tangible Book Value per Share	\$42.23	\$39.34	\$2.89
Share Count ¹	2,346,915	2,346,915	0

¹573,727 shares are non-voting.

Regulatory Capital

<i>(in 000's)</i>	Citizens Bancshares Co		Citizens Bank & Trust	
	12/31/2021	12/31/2020	12/31/2021	12/31/2020
Total Equity	103,649	100,619	98,930	105,807
Tier 1 Deductions	(7,089)	(12,530)	(4,531)	(8,281)
Total Tier 1 Capital	96,560	88,089	94,399	97,526
Tier 1 Capital Ratio	9.66%	9.10%	9.46%	10.08%
Risk Based Capital Ratio	17.76%	16.80%	17.39%	16.33%
Common Equity Tier 1 Ratio	16.67%	13.62%	16.30%	15.08%
<i>Well Capitalized:</i>				
Tier 1 Capital Ratio	5.00%		5.00%	
Risk Based Capital Ratio	10.00%		10.00%	
Common Equity Tier 1	6.50%		6.50%	

Roger Arwood

Chief Executive Officer



2021 in Review

- CBC is a strong, unencumbered banking company that owns 100% of CBT, a strong community bank serving Northwest MO and greater KC.
- CBT managed in a COVID 19 environment using office & remote workforce.
- CBT delivered high-quality banking and financial service experiences.
- Wealth Assets Under Management and revenue hit record levels in 2021.
- CBT reestablished SBA credentials & recognized as Top 10 SBA lender in KC.
- RSM financial statement audit of CBC for 2021 was unqualified.
- Continued with CBT Leading Financial Literacy marketplace education.
- Focus in 2022 is primarily on improving CBC/CBT performance.

COVID-19 Environment

- **Capital and Liquidity** positions provide a strong foundation for managing through economic downturn
- **Priorities:**
 1. **Health and safety of our CBT Team**
 2. **Provide excellent client service**
 3. **Keep CBT strong by conserving bank resources**
- SBA PPP lending for CBT clients continued in Phase 2
- Successful client delivery via office & remote workforce
- Bank lobby access resumed fully in May 2021
- Continually assess COVID impact and revise our plans

Questions?



Don Walsworth

Chairman



Election Results



Board Meeting to Follow





800-634-6203 | [GoCitizens.bank](https://www.GOCitizens.bank)