

# 2022 Annual Shareholders Meeting





### FFD Financial Corporation

This presentation may contain statements which are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21B of the Securities Act of 1934, as amended. Actual results could vary materially depending on a variety of factors, including, but not limited to, risks and uncertainties inherent in general and local banking and economic conditions and competitive factors specific to markets in which FFD Financial Corporation and its subsidiaries operate. FFD Financial Corporation assumes no liability to update this information.

### Bank Mission Statement & Values

- Our MISSION: is to empower the financial well-being of our community, one person at a time.
- Values that support the Mission:
  - INTEGRITY: We conduct every aspect of our business with integrity every day. Our reputation with our customers depends on us doing the right thing.
  - SERVICE: We take pride in providing excellent customer service and building lasting relationships. We contribute positively to our communities.
  - COLLABORATION: We work together as a team internally and collaborate externally with our customers to exceed their expectations.
  - ACCOUNTABILITY: We do what we say and use common sense. We stand for quality and earn the trust of both our fellow employees and customers.

#### 2022 in Review

#### Highlights

- 12<sup>th</sup> consecutive year of diluted earnings per share improvement
- Asset growth of 10.3%, from \$592 million to \$653 million in total assets
- Declared 3 for 1 Stock Split in October 2021, with transaction in November '21.
- Top 200 Community Bank again in 2022. American Banker has FFD ranked 15<sup>th</sup> in the nation and 2<sup>nd</sup> in Ohio for 3-year ROE performance

#### Operating Environment

- Rising inflation and low unemployment
- Strong real estate markets & loan demand
- Interest rate environment in flux, trending upward
- Strong customer and bank liquidity

#### Credit Quality

- Low delinquencies
- No net loan charge-offs

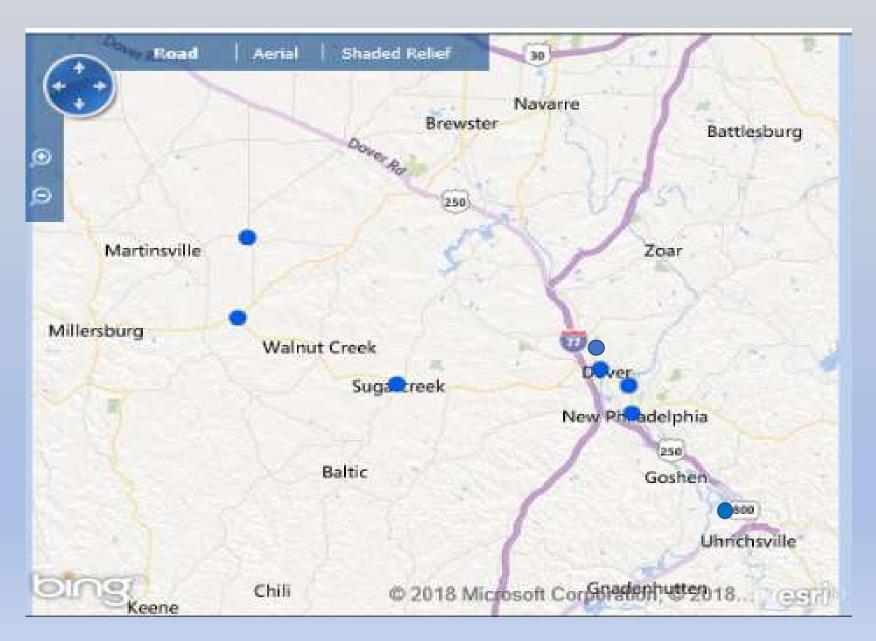
#### Record Earnings

- Continued strong non-interest income
- Non-recurring PPP Fee Income
- Operating Efficiency

### New Offices- North Dover / Sugarcreek

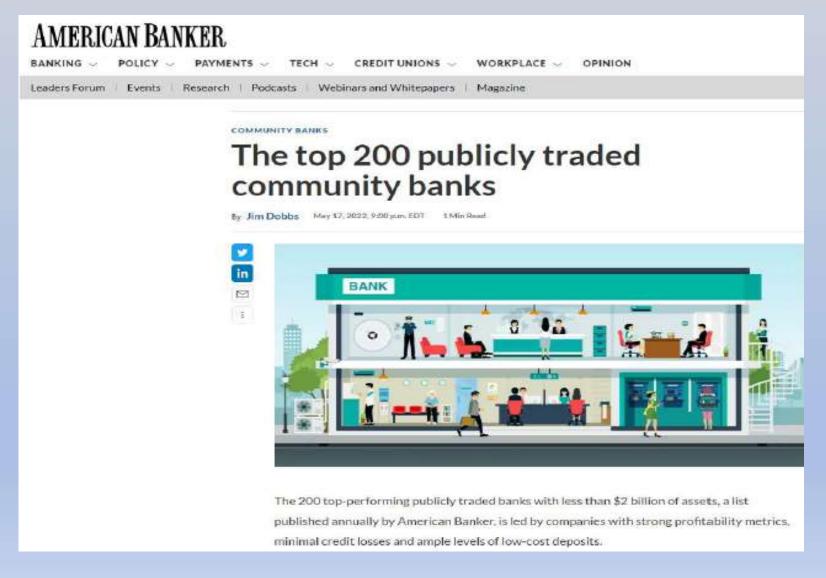


### **8 Office Locations**



# Continued Strength of Company – American Banker Top 200

Ranked 15th in Nation and 2nd in Ohio!



# Continued Strength of Company – Bauer Financial Rating Highest rating you can achieve, and within top 10% in Nation!



# Selected

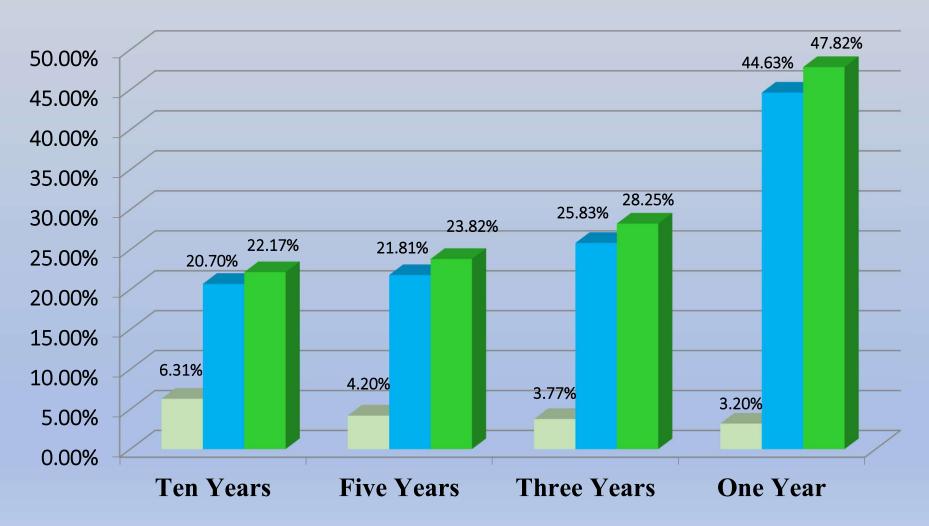
Stock
Related
Performance
Numbers

### Stock Price Performance-FYE 6/30/22 \$35.00 Year End Price



### Stock Performance-Returns

Dividend Payout Yield Stock Price Appreciation Total Return

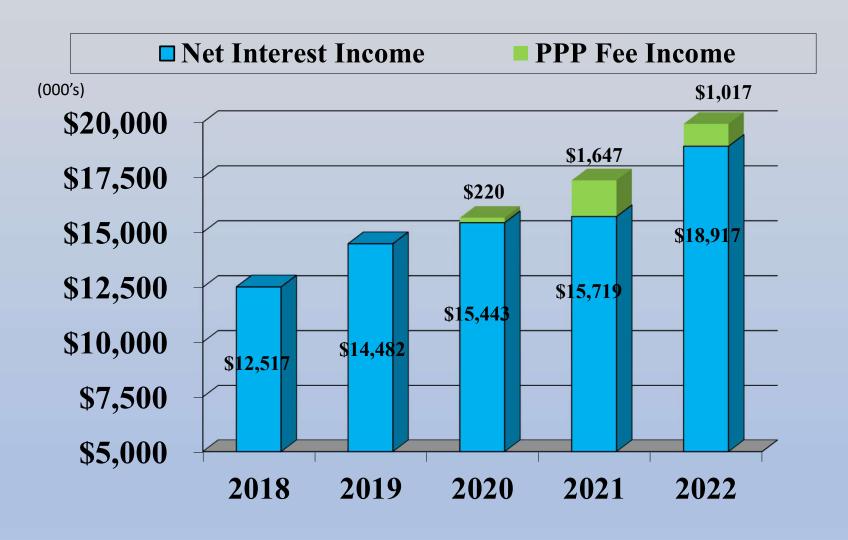


Compound Annual Rates for each period through Fiscal Year Ended June 30, 2022

### Earnings Per Share & Net Book Value



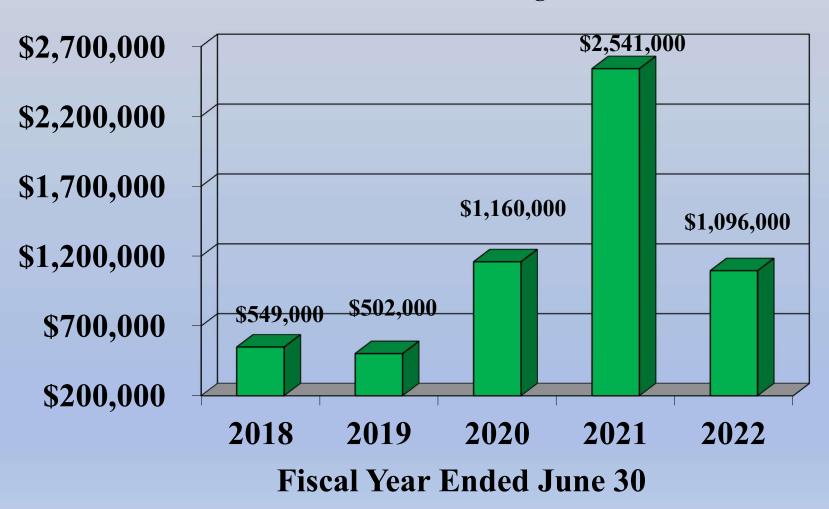
#### PPP Effect on Net Interest Income



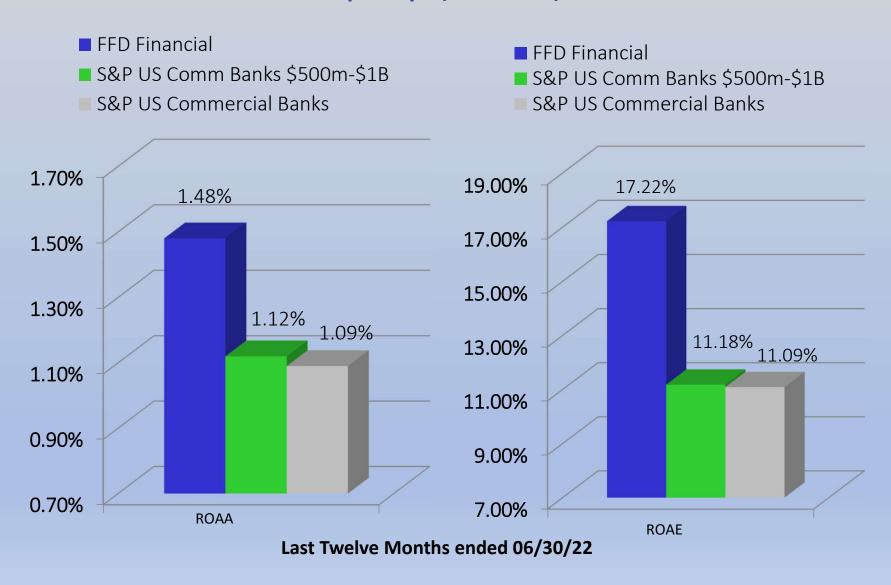
Fiscal year ended June 30

### Mortgage Banking Activity

#### **Loan Sale Gains & Net Servicing Income**



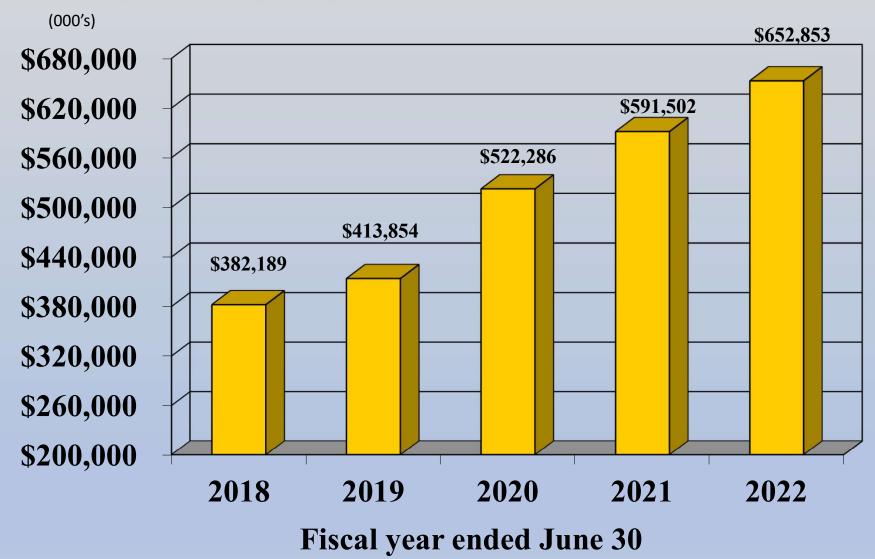
# Return on Average Assets (ROAA) & Average Equity (ROAE)



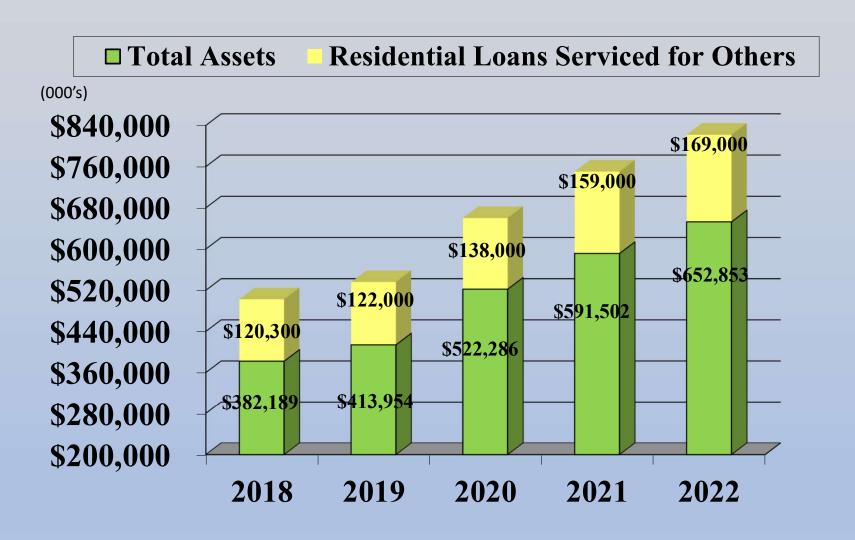
## Selected

Bank (Consolidated)
Performance
Numbers &
Ratios

#### **Asset Growth**

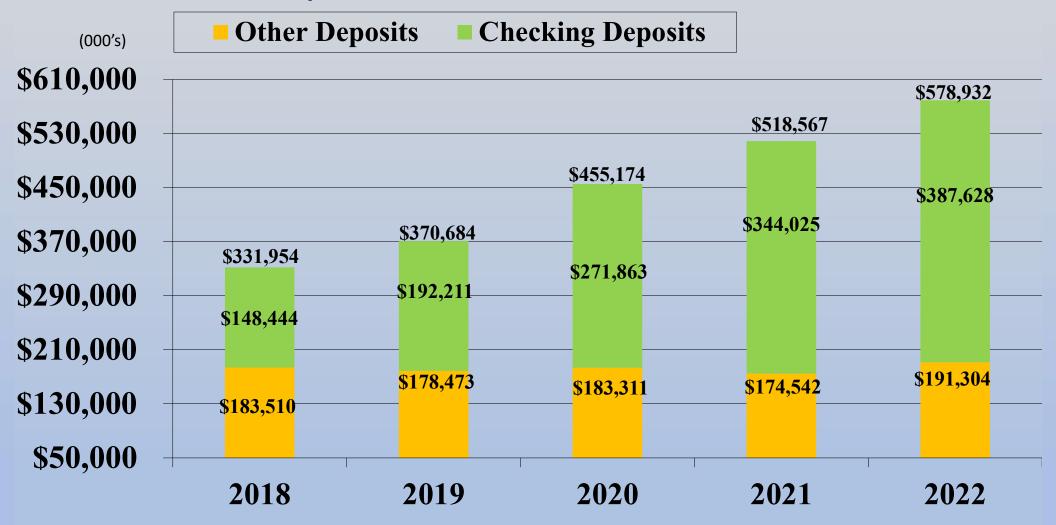


### **Total Assets & Loans Serviced**



Fiscal year ended June 30

### **Total Deposits**



Fiscal year ended June 30 Checking Deposits = DDA's, Now's, & MMDA's

#### Total Net Loans (1)



Fiscal year end June 30

(1) Includes loans held for sale

# Operating Efficiency

- **Expense to Avg Assets**
- **US Banks \$500M-\$1B**



Fiscal year end June 30

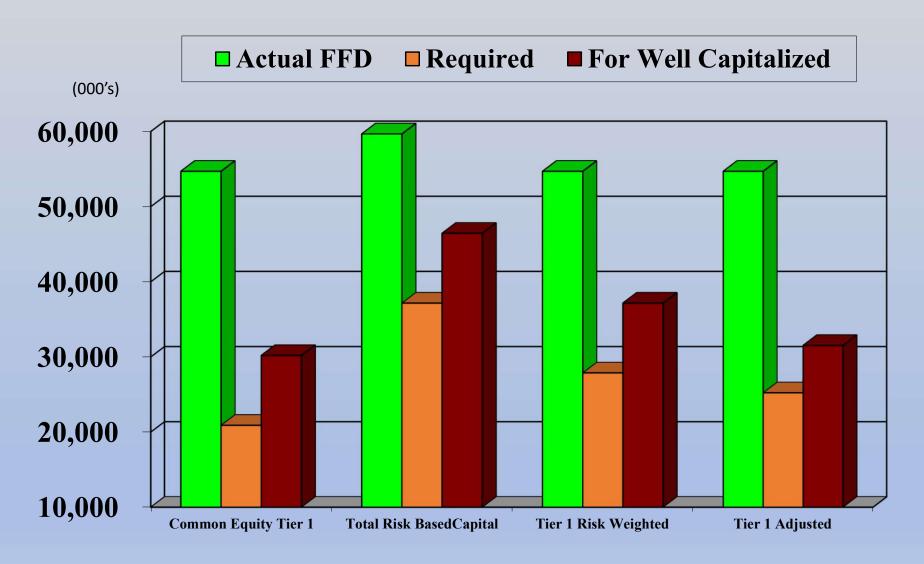
### Deposit Market Share-Tuscarawas County

County: Tuscarawas, OH (FDIC as of 6/30/2022)																	
2022	2021	2020			Number	2022 Total Deposits in Market		2022 Total Market	2021 Total Deposits in Market		Total	2020 Total Deposits in Market		Total	2019 Total Deposits in Market		Total
Rank	100000	1300	Institution (Headquarters)	Туре	Branches			Share (%)			Share (%)	1000		Share (%)	The state of the s		Share (%)
1	1	2	First Federal Community Bank	Bank	5	\$	468.8	24.6	\$	416.8	22.1	\$	373.2	21.6	\$	319.8	21.2
2	2	1	Huntington National Bank	Bank	6	\$	399.8	21.0	\$	403.1	21.4	\$	374.3	21.7	\$	338.0	22.4
3	3	3	First National Bank Dennison	Bank	5	\$	263.4	13.8	\$	259.8	13.8	\$	232.9	13.5	\$	205.6	13.6
4	4	4	JP Morgan Chase & Co (NY)	Bank	3	\$	214.7	11.3	\$	247.7	13.2	\$	215.7	12.5	\$	184.9	12.3
5	5	5	Commercial Savings Bank	Bank	4	\$	162.1	8.5	\$	194.3	10.3	\$	159.4	9.2	\$	101.8	6.7
6	6	6	SSB Community Bank	Bank	2	\$	142.2	7.5	\$	113.7	6.0	\$	92.3	5.3	\$	75.7	5.0
7	7	7	Unified Bank	Bank	3	\$	73.4	3.9	\$	76.3	4.0	\$	78.4	4.5	\$	71.7	4.8
8	8	8	Baltic State Bank	Bank	2	\$	73.3	3.9	\$	70.3	3.7	\$	69.2	4.0	\$	55.0	3.6
9	9	9	PNC Bank (PA)	Bank	1	\$	60.5	3.2	\$	56.9	3.0	\$	55.0	3.2	\$	47.3	3.1
10	10	10	Killbuck Savings bank	Bank	1	\$	43.7	2.3	\$	44.5	2.4	\$	38.0	2.2	\$	40.5	2.7
						\$	1,901.9		\$1	1,883.4		\$1	,688.4		\$1	,440.3	

## Deposit Market Share-Holmes County

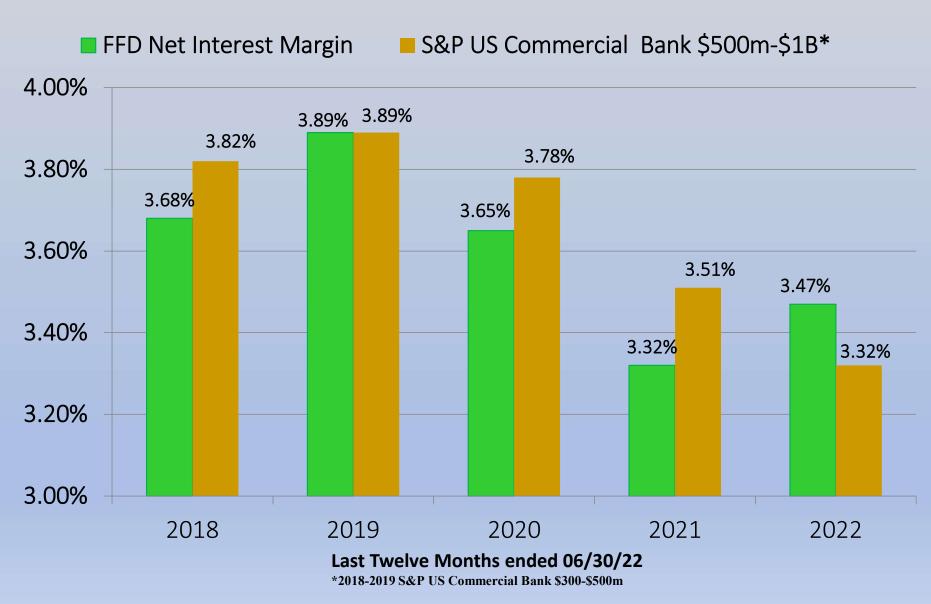
Cour	County: Holmes, OH (FDIC as of 6/30/2022)																
2022 Bank	2021 Bank	2020 Bank	Institution (Headquarters)	Tuno	of			Total Market	2021 Total Deposits in Market		Total Market	2020 Total Deposits in Market		Total Market	in Market		Total Market
Rank	26 1/8	0.01	Institution (Headquarters)	Туре	Branches		10000000	Share (%)	•	•	Share (%)	1000	Marie Const	Share (%)		100000000000000000000000000000000000000	Share (%)
1	1	1	Commercial Savings Bank	Bank	7	\$	554.9	40.0	\$	557.1	42.1	\$	451.3	40.9	\$	358.6	39.5
2	2	2	Killbuck Savings Bank	Bank	6	\$	531.9	38.3	\$	492.7	37.2	\$	418.3	37.9	\$	354.8	39.0
3	3	3	First Federal Community Bank	Bank	2	\$	115.2	8.3	\$	104.6	7.9	\$	85.6	7.8	\$	53.2	5.9
4	4	5	Park National Corp	Bank	1	\$	74.7	5.4	\$	66.9	5.1	\$	54.0	4.9	\$	38.9	4.3
5	5	4	PNC Bank (PA)	Bank	1	\$	53.3	3.8	\$	51.8	3.9	\$	51.2	4.6	\$	44.2	4.9
6	6	6	Wayne Savings	Thrift	1	\$	34.5	2.5	\$	33.3	2.5	\$	29.4	2.7	\$	27.5	3.0
7	7	8	Strasburg Savings Bank	Thrift	1	\$	24.4	1.8	\$	17.6	1.3	\$	14.3	1.3	\$	9.2	1.0
8	8	7	Farmers National	Bank	1	\$	157	0	\$		0	\$	-	0	\$	21.5	2.4
						\$	1,388.9		\$1	1,324.0		\$1	,104.1		\$	907.9	

### Capital Adequacy



Fiscal year end June 30, 2022

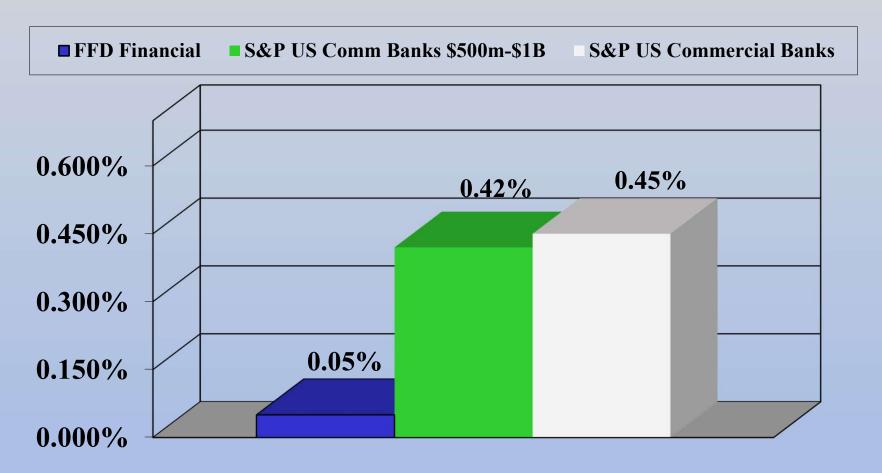
### Net Interest Margin



# Selected

Credit
Quality
Numbers &
Ratios

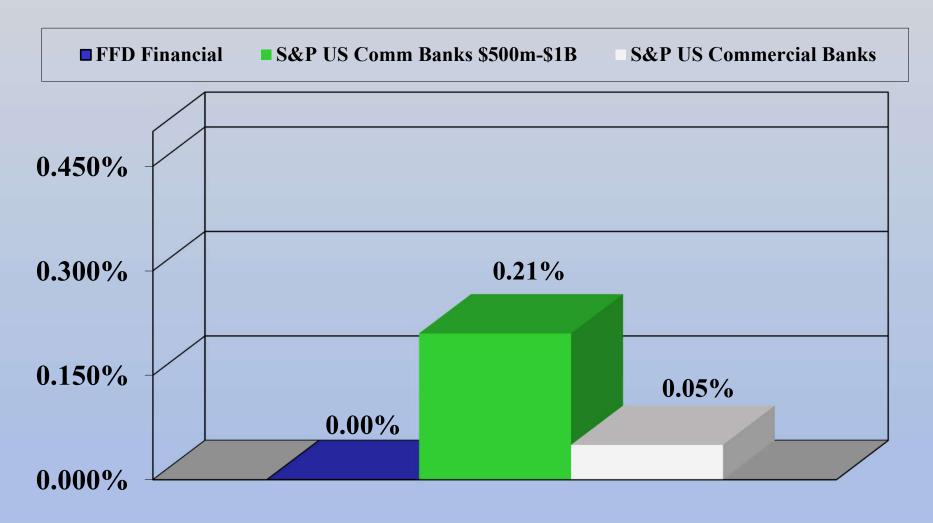
### Non-Performing Assets (NPA) to Assets



(Last Twelve Months ended 06/30/22)

Source: S&P Global Market Intelligence

### % Net Charge-Offs to Avg. Loans



(Last Twelve Months ended 06/30/22)

Source: S&P Global Market Intelligence

### Bank Officers Attending Today's Meeting

- Scott Finnell, Executive VP, Secretary & Chief Credit Officer
- Greg Dorris, Senior VP, Treasurer & Chief Financial Officer
- Michele Larkin, Senior VP, Loan Administration
- Matt Miller, Senior VP & Chief Lending Officer
- Stephenie Wilson, Vice President, Human Resource Director
- Kris Kreinbihl, Vice President & Senior Commercial Lending Officer
- Kerry Egler-Whytsell, Vice President, Mortgage Banking
- Tiffany Kail, Vice President, Retail Banking
- Angela Delong, Vice President, Compliance, Security & Internal Audit
- Scott Heil, Vice President & Commercial Lending Officer
- Matt Stein, Vice President & Commercial Lending Officer
- Kelly Fortney, Vice President & Chief Information Officer
- Banking Officers: Carol Slemmer, Leslie Riker, Twyla McCartney, Kathy Norman, Kenny Miller, & Laurie Russell

### Outside Directors

- Douglas G. Bambeck
- Matthew L. Beachy
- Richard A. Brinkman, Jr.
- Mary A. Burns
- Stephen G. Clinton
- Leonard L. Gundy
- David W. Kaufman

#### **Director Emeritus**

- E.L. "Cork" Loader
- Robert D. Sensel

## FFD Financial Corporation

Thank you for your support!



2022 Annual Shareholders Meeting



