

Virtual Investor Conference
December 11, 2024



KISH BANCORP

expect more

Forward-Looking Statements

This presentation and information supplemental hereto contain, and during the course of oral and written presentations connected herewith management may make, projections and estimates with respect to future events or future financial performance, as well as other “forward-looking statements” (as that term is defined in the Securities Act of 1933) relating to Kish Bancorp, Inc. (referred to herein as “forward-looking statements”). Investors are cautioned not to place undue reliance on any forward-looking statements and are entitled and urged to conduct their own due diligence with respect to all matters relating to this offering and therefore are cautioned that they are responsible for verifying the likelihood that any forward-looking statements are or will remain correct or accurate in the future. The forward-looking statements are also subject to the specific factors set forth in this presentation under the heading “Risk Factors.” In addition, the forward-looking statements are inherently subject to significant business, economic and competitive uncertainties and contingencies, many of which are either beyond the control of Kish Bancorp, Inc. and its management or not reasonably capable of predicting at this time. In addition, the forward-looking statements are subject to assumptions with respect to future business strategies and decisions of Kish Bancorp, Inc. that are subject to change. Should any of the risks, uncertainties or other factors referred to in this presentation or otherwise by management of Kish Bancorp, Inc. materialize, or should underlying assumptions prove incorrect, Kish Bancorp, Inc.’s actual results may differ materially from the anticipated results expressed or implied in these forward-looking statements. Kish Bancorp, Inc. and its management and agents disclaim, and do not assume, any obligation to update the information provided in this or any related presentation to correct any forward-looking statements, whether because of future events or developments or otherwise.

Snapshot - Kish Bancorp

Overview

- A fully diversified financial services company with deep roots dating to 1900
- OTCQX: KISB
- Recognized as one of Pennsylvania's leading regional community banks
- Board and Senior Management ownership in excess of 20%
- Driven by a visionary focus on a differentiated client experience
- Rapidly growing with significant potential in Centre, Blair and Juniata Counties, and Northeastern Ohio from Columbus to Cleveland
- Quality is Kish's hallmark: People, Credit Culture, Kish Experience

Financial Profile

\$1.66 billion in total assets

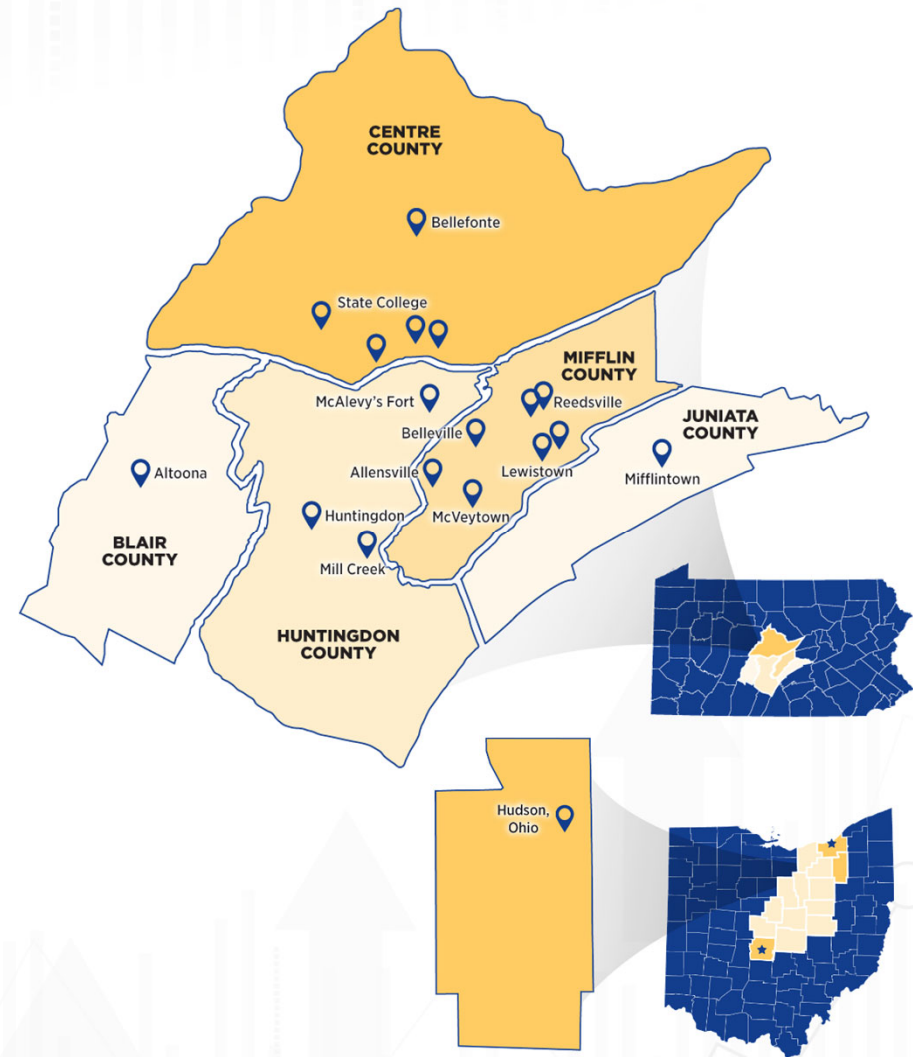
\$1.36 billion in net loans

\$1.30 billion in deposits

\$104.3 million in stockholders' equity

Market capitalization of **\$85 million**

11.77% YTD 2024 ROAE



More Than a Bank



- Entrepreneurial
- A fully diversified financial services company with a comprehensive suite of services to meet all business and personal needs
- **Fee and non-interest income of 20.3%** of net operating income YTD
- Disciplined acquirer and integrator of non-bank businesses

Experienced Executive Leadership



William P. Hayes
Executive Chairman

- 47 years with Kish
- Has taken Kish from \$28 million to \$1.6 billion+ in assets
- Past Chairman, PA Bankers Assoc.
- Broad community engagement and industry leadership



Gregory T. Hayes
President and CEO

- 18 years with Kish
- Chair, Bankers Advisory Board of the Conference of State Bank Supervisors
- Committed to pioneering next-generation banking and ensuring the future of community banking



Robert S. McMinn, Esq.
EVP, General Counsel

- 26 years with Kish
- Extensive background in law and executive management



Mark J. Cvrkel
EVP, Chief Financial Officer

- 8 years with Kish
- Over 45 years of financial services experience
- Extensive experience in balance sheet management, profitability measurement, and derivatives



Richard A. Sarfert
EVP, Chief Credit Officer

- 8 years with Kish
- Over 38 years in financial services industry, focused on commercial lending and credit administration



Keith A. Crissman
EVP, Chief Revenue Officer

- Joined Kish in 2023
- 36 years in banking industry with 25 years of multi-state line of business executive roles in Retail Banking, Wealth Management and Treasury Management

Experienced Executive Leadership



Kimberly A. Bubb
SVP, Systems & Operations Director

- 20 years with Kish
- Director, PA Bankers Assoc. School of Banking
- Integral leader of systems integration and the implementation of digital products, services and delivery channels at Kish



Garen M. Jenco
SVP, Client Experience Officer

- 6 years with Kish
- Expert leader of client experience strategy driven by data and market research
- Driver of digital experience and delivery channels



Thomas Minichiello
SVP, Retail Banking Director

- 9 years with Kish
- Member, PA Bankers Assoc. Professional Development Policy Committee
- Executes Kish's vision of transforming branches to client engagement centers



Mark E. Yerger
SVP, Chief Information Officer

- 3 years with Kish
- 20+ years of tech leadership
- Strong tactical approach to technology innovation, service delivery and project management



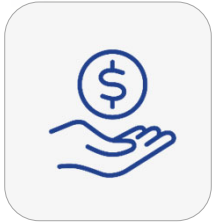
Robert L. Bilger
SVP, Senior Lending Officer

- 4 years with Kish
- 30+ years in commercial credit and lending
- Focused on a relationship approach in providing credit needs to the business community

Business Strategy



Lines of Business



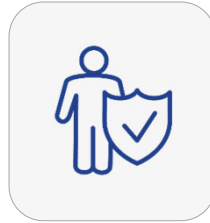
Banking

- Full-service retail and commercial banking
- Mortgage banking



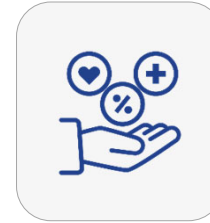
Wealth Management

- Financial planning and investment advisory
- Fiduciary, trust and estate management
- Life and long-term care insurance



Insurance

- Property and Casualty
- Business and personal lines



Benefits Consulting

- Employee healthcare and benefits consulting services



Travel

- Custom individual and group travel

Strategic Focus



Build the Team

Build the best team in community banking to passionately deliver legendary service.



Attract and Reward Capital

Expand markets, clients, and utilization of services to achieve profitable growth that ensures Kish's long-term sustainability.



Align with the Community

Promote the engagement of our team in our communities to elevate economic well-being.



Grow the Customer Base

Enable personalized human interactions through great technology to elevate the client experience.



Focus on Quality

Achieve greater organizational excellence across every process to build a more effective team.



Leadership Execution

- Sustained focus on being a growth and performance-driven company
- Data-driven
- Balance sheet structured for all rate environments
- Active use of interest rate swaps, derivatives and balance sheet hedging
- Established profitability analytics
- Derivative expertise provides added structure to loan pricing

Locally Focused, Nationally Recognized

- Ranked #3 in Pennsylvania for 2024
- Ranked #38 in the nation for 2024
- Recognized in 15 of last 16 annual rankings
 - Based on trailing 3 years' average return on shareholders' equity as of 12/31/23.

AMERICAN BANKER

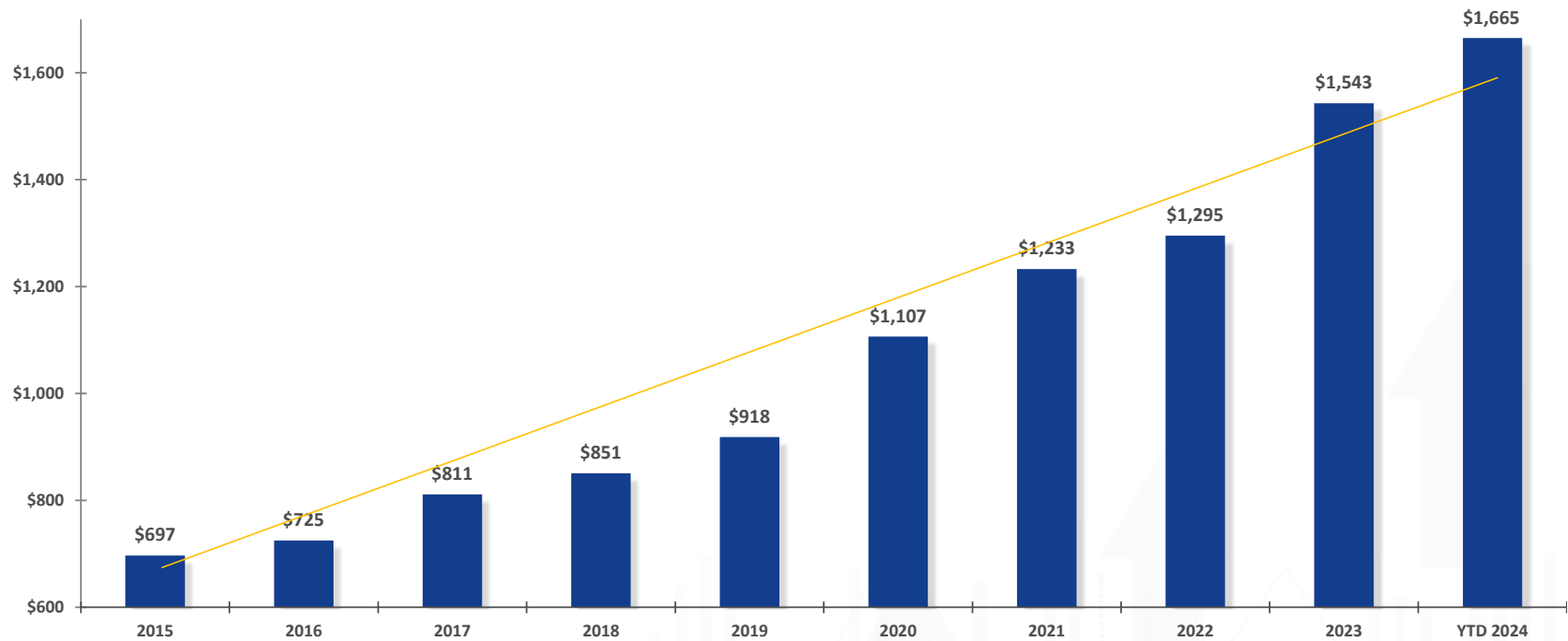
2024 **Top-Performing
Banks**

Financial Performance and Outlook



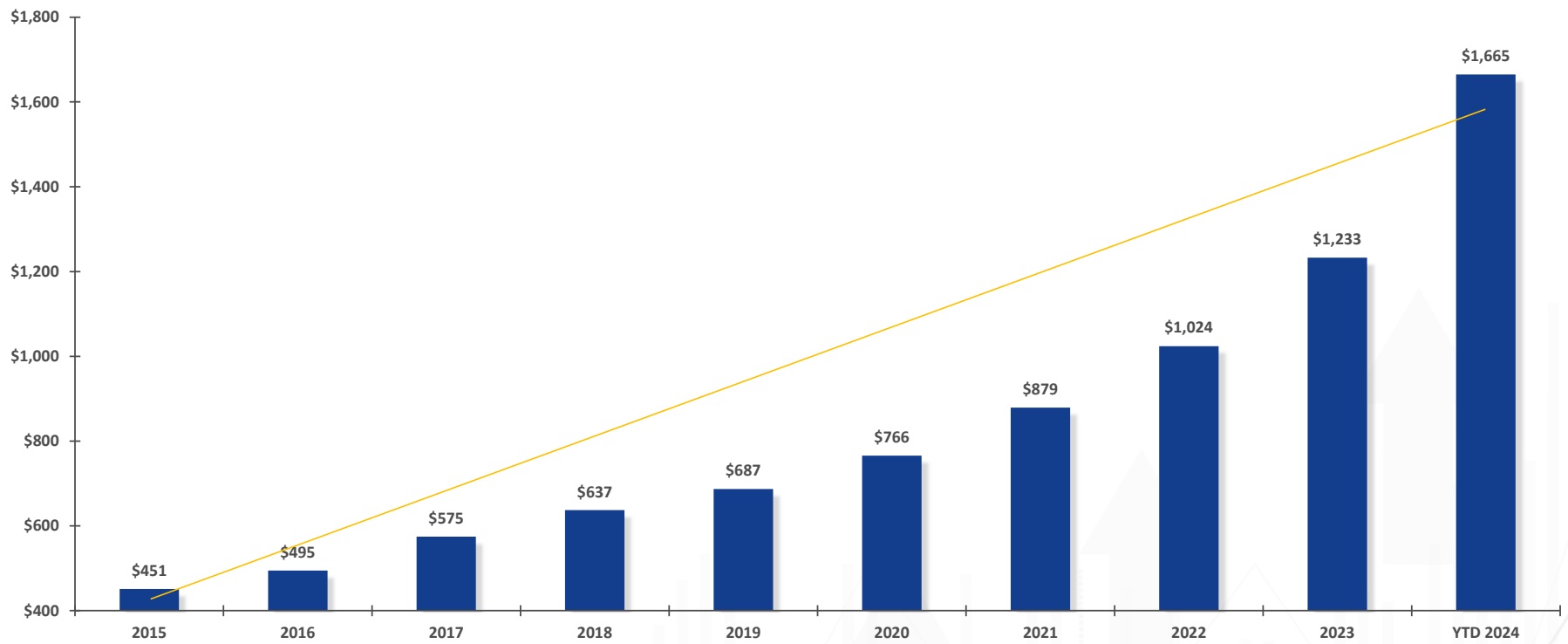
Accelerating Growth Over Time

Total Assets (\$ in millions)



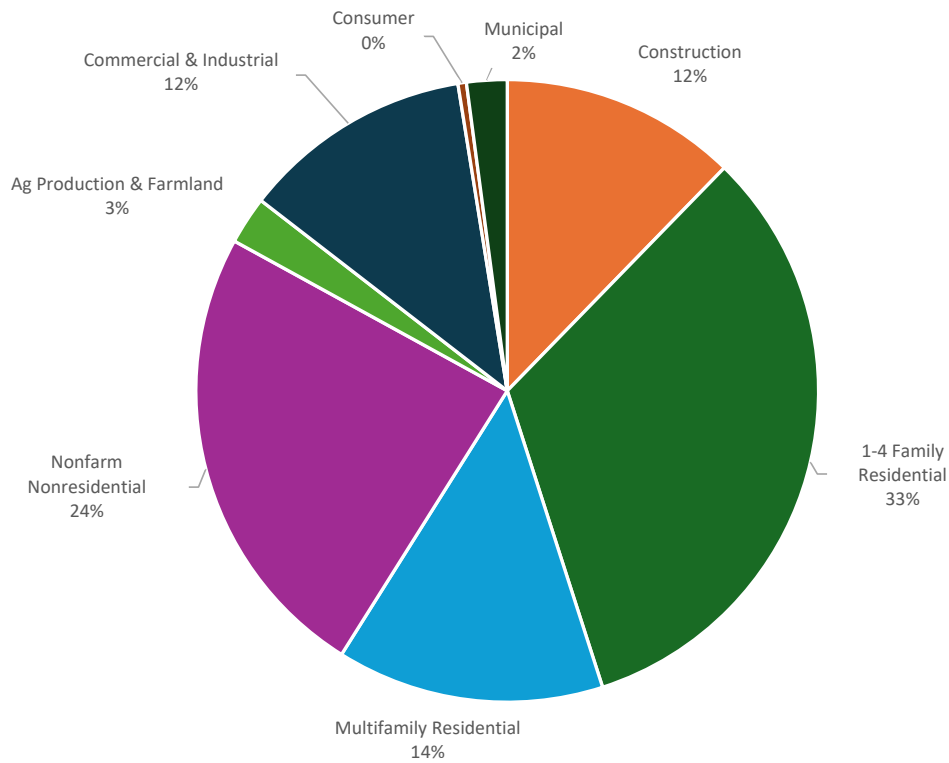
Growth in Loans

Total Gross Loans (\$ in millions)

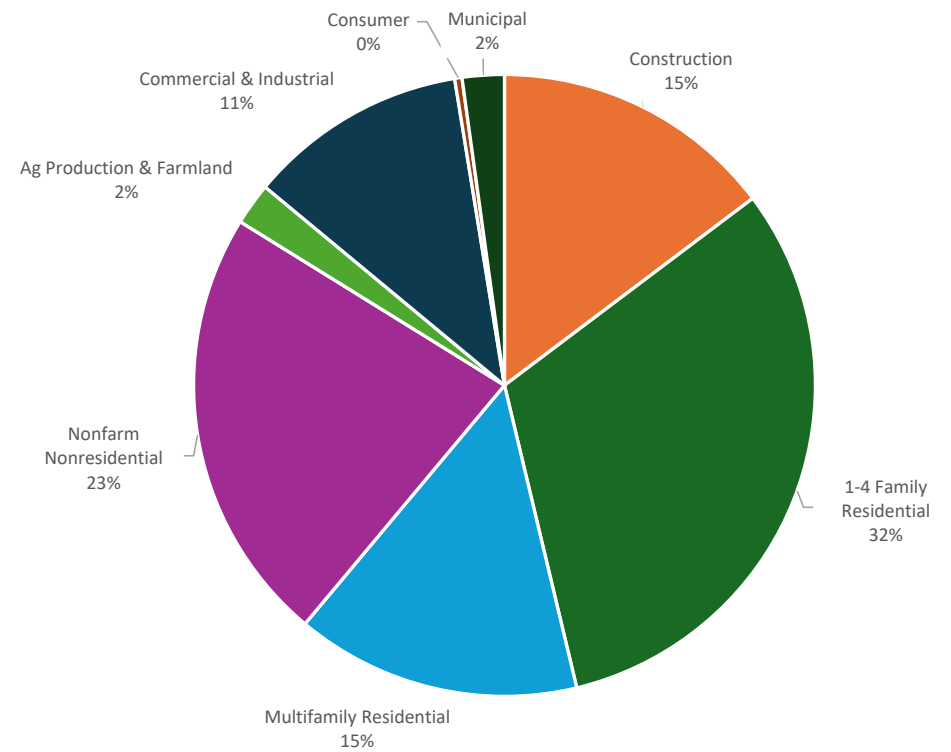


Loan Mix

Total Loans \$1,158,016 at September 30, 2023

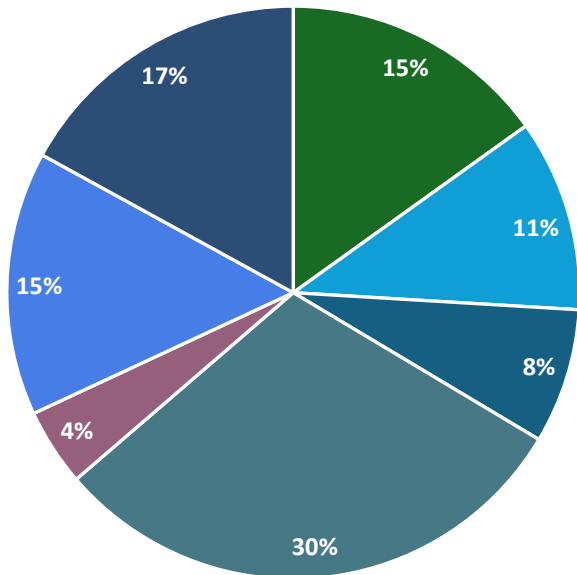


Total Loans \$1,374,566 at September 30, 2024



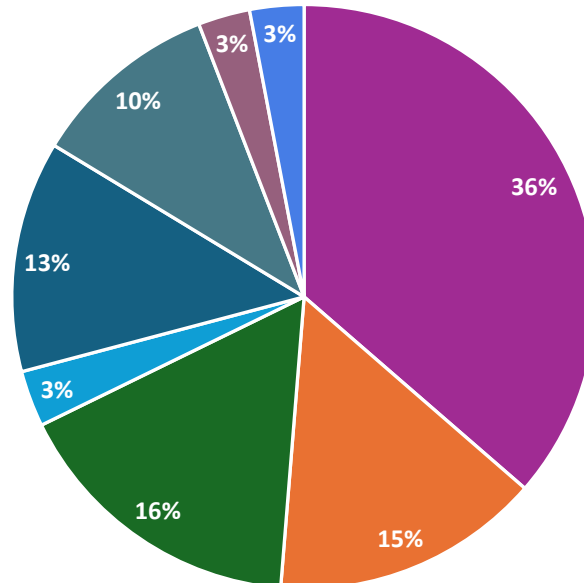
Diversified CRE Portfolio

CRE Owner Occupied
\$142,498



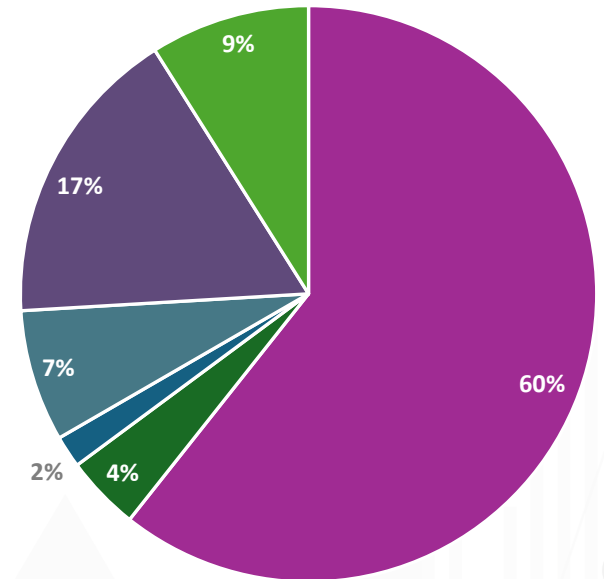
- Retail & Mixed Use
- Hospitality
- Professional Services
- Farmland
- Office Buildings
- Industrial/Warehouse/Shop
- Other

CRE Non-Owner Occupied
\$397,416



- Multifamily Residential
- Student Housing
- Retail & Mixed Use
- Hospitality
- Industrial/Warehouse/Shop
- Professional Services
- Office Buildings
- Other

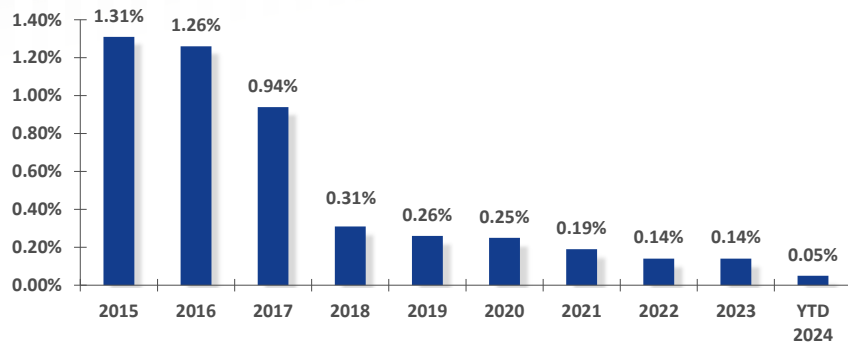
CRE Const. & Land Development
\$202,695



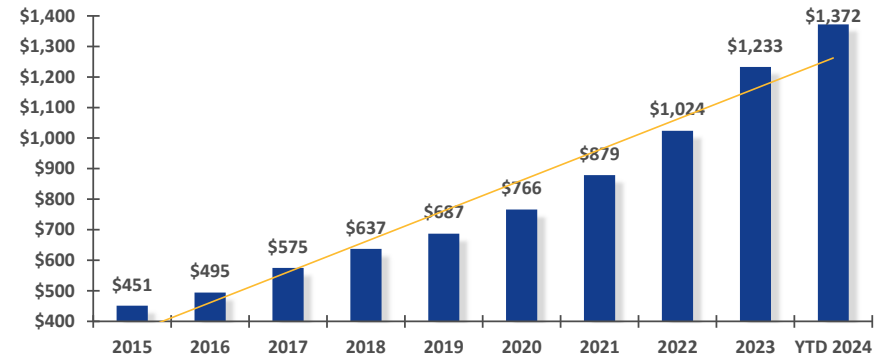
- Multifamily Residential
- Hospitality
- Land & Construction Development
- Retail & Mixed Use
- Industrial/Warehouse/Shop
- 1-4 Family Residential

Growth & Asset Quality

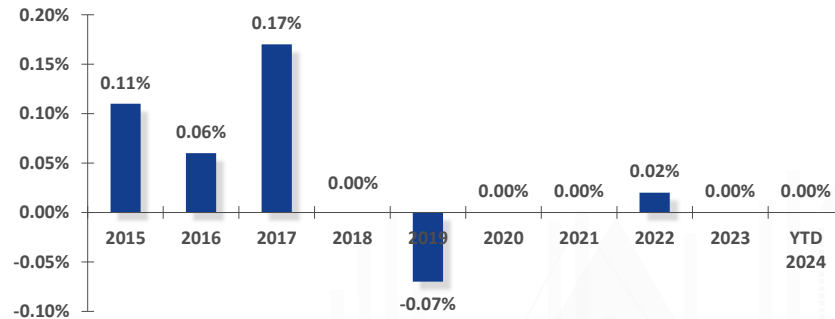
Loan Delinquency (% of total loans)



Total Gross Loans (\$ in millions)



Net Charge-Offs / Average Loans



Deposit Market Share

- **Mifflin**
 - 7 locations
 - Ranked #1 with 49.08% of deposit market share
- **Huntingdon**
 - 3 locations
 - Ranked #2 with 28.44% of deposit market share
- **Centre**
 - 5 locations
 - Ranked #3 with 11.49% of deposit market share
 - Ranked #1 among community banks
- **Juniata**
 - 1 location and a 2nd under construction
 - Ranked #4 with 5.30% of deposit market share
- **Blair**
 - Full-service branch opened August 2023
 - 1 location
 - Ranked #14 with 0.92% of deposit market share

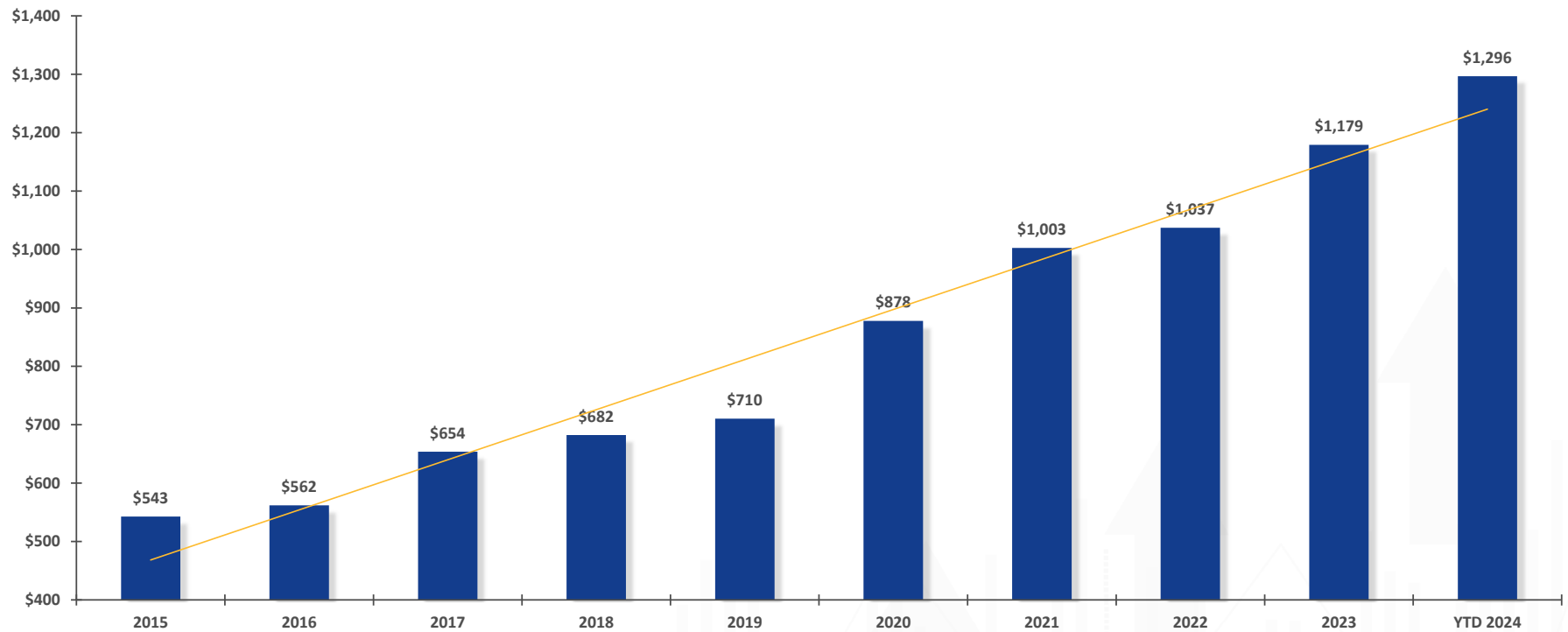
FDIC Deposit Market Share & Potential

As of June 30, 2024

County	Market Share Rank	Deposits in Market (\$000)	Market Share (%)	Total Market (\$000)
Mifflin, PA	1	491,206	49.08%	1,000,763
Huntingdon, PA	2	206,860	28.44%	727,198
Centre, PA	3	508,651	11.49%	4,428,204
Blair, PA	14	32,877	0.92%	3,584,041
Juniata, PA	4	33,177	5.30%	625,619

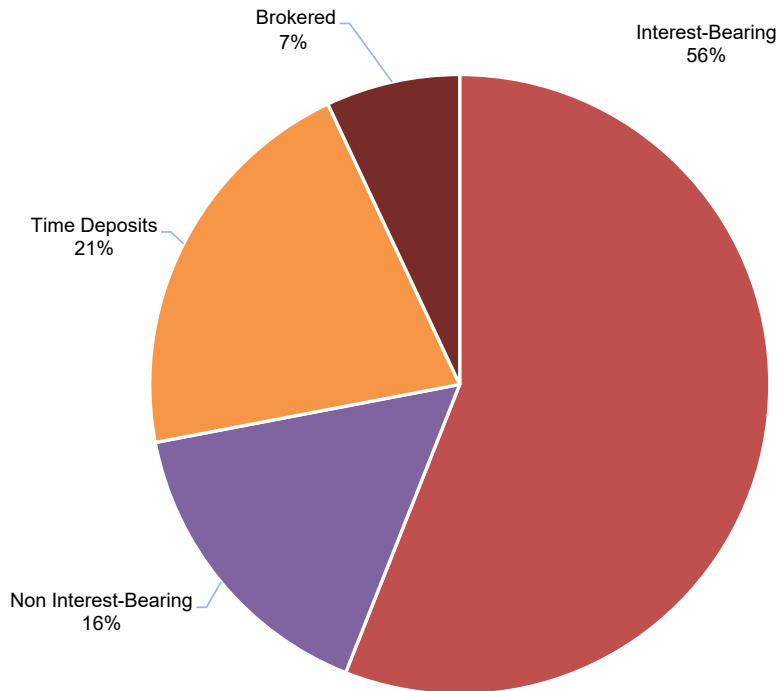
Accelerating Growth Over Time

Total Deposits (\$ in millions)

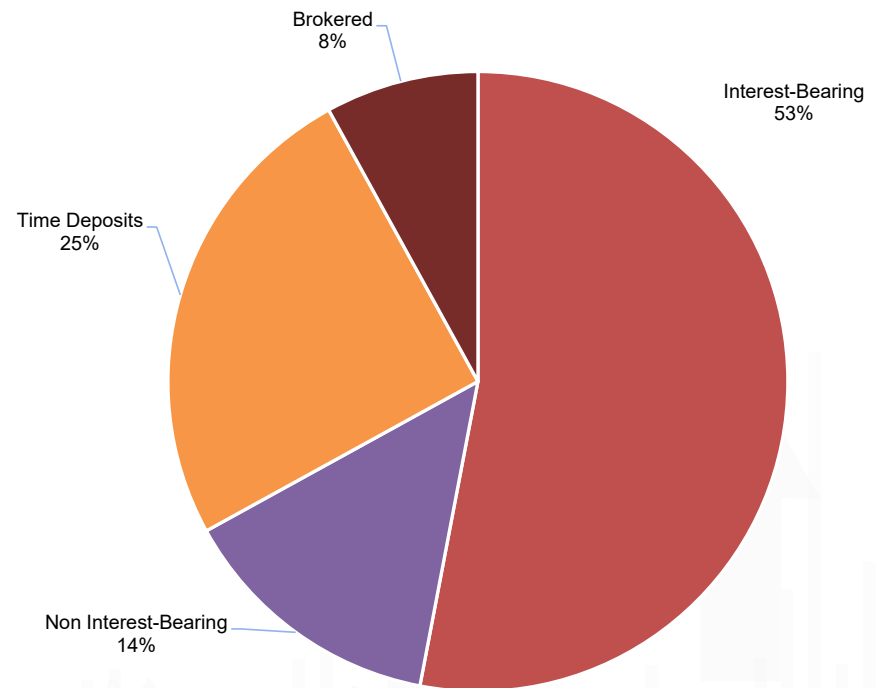


Deposit Mix

Total Deposits \$1,124,230 at September 30, 2023

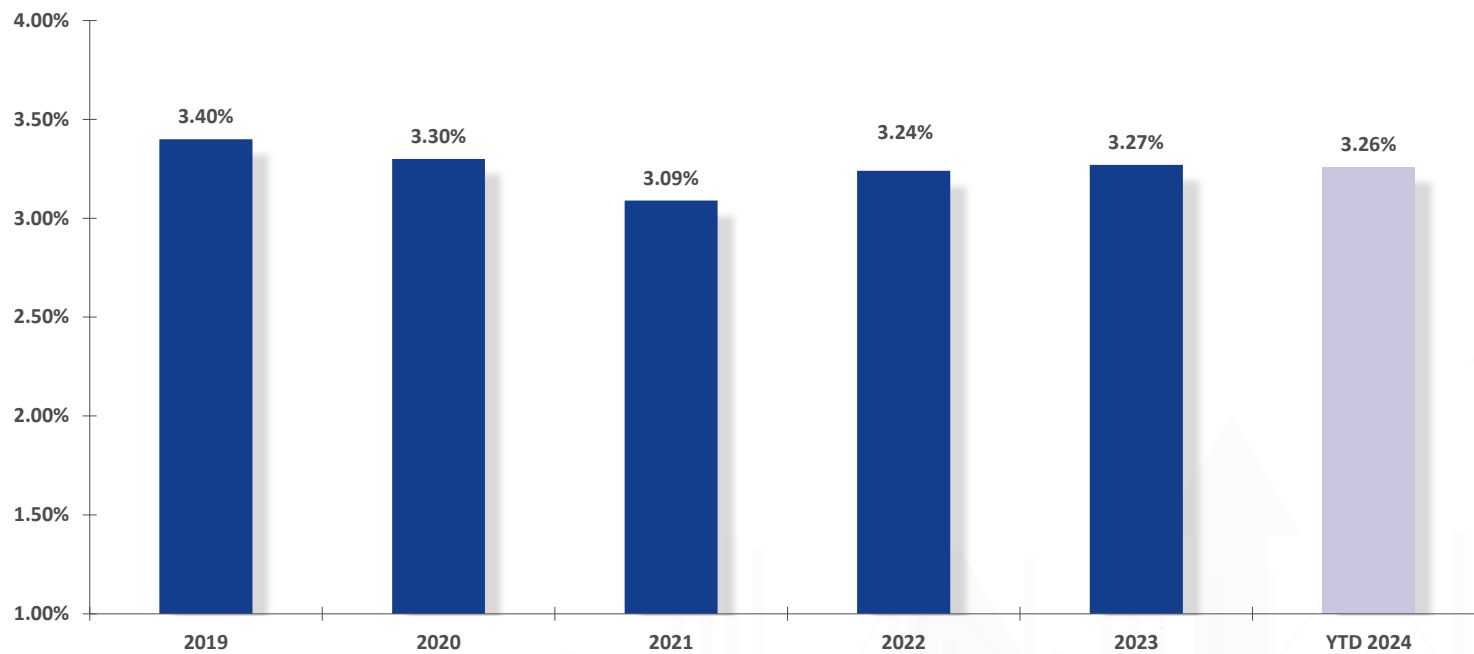


Total Deposits \$1,296,449 at September 30, 2024



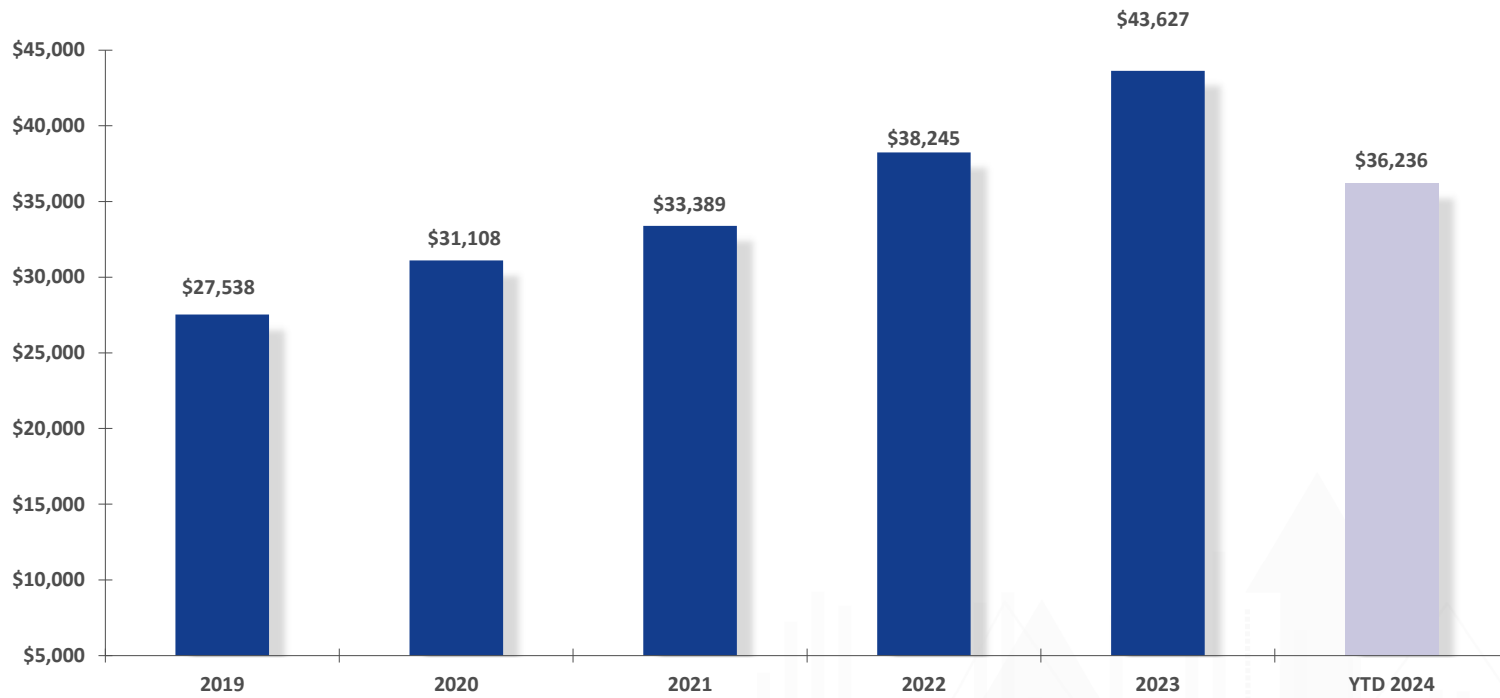
Stable Net Interest Margin

Net Interest Margin



The Core Engine

Net Interest Income (\$ in thousands)

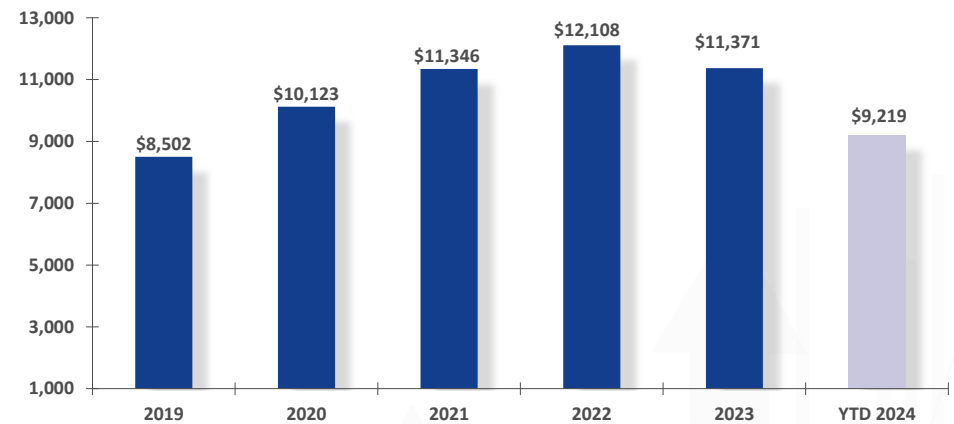


Bank & Non-Bank Fee Income

Bank & Non-Bank Business Revenues

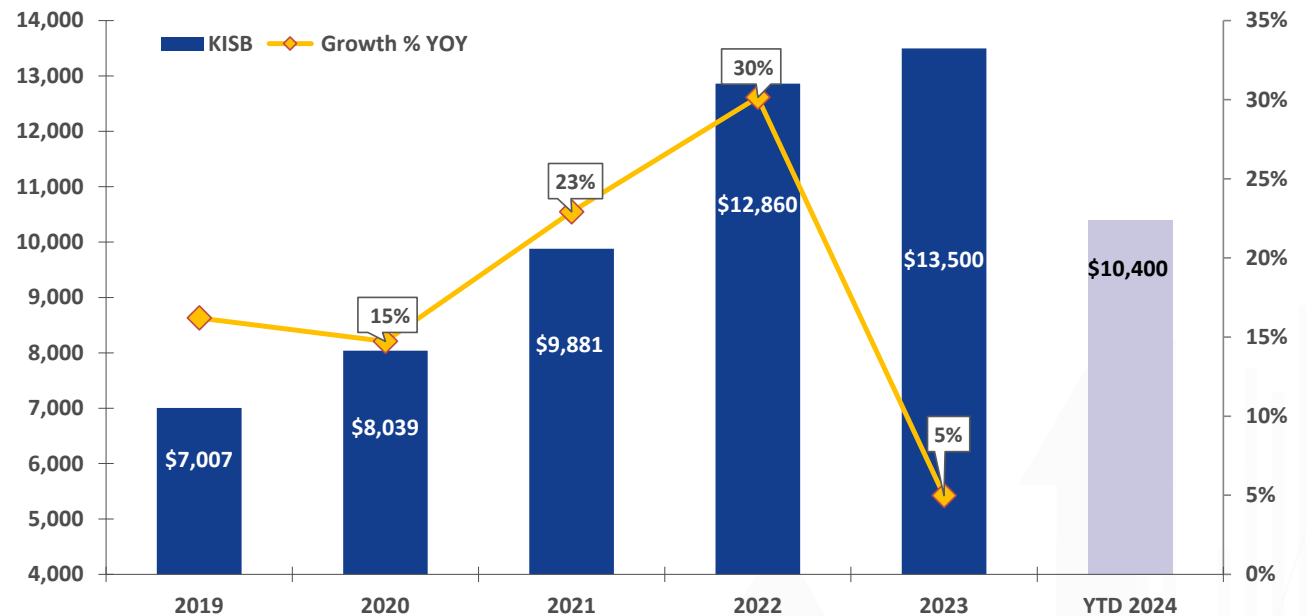
- Bank Service Fees
 - 2023 revenue up **8.69%** year over year
- Wealth Management
 - 2023 revenue up **2.42%** year over year
- Kish Insurance recurring revenue
 - 2023 revenue up **7.43%** year over year
- Kish Travel
 - 2023 revenue up **19.40%** year over year
- Kish Benefits Consulting
 - 2023 revenue up **3.19%** year over year
- Mortgage Banking
 - Secondary market loan sales down year over year

Non-Interest Income (\$ in thousands)



Net Income Growth

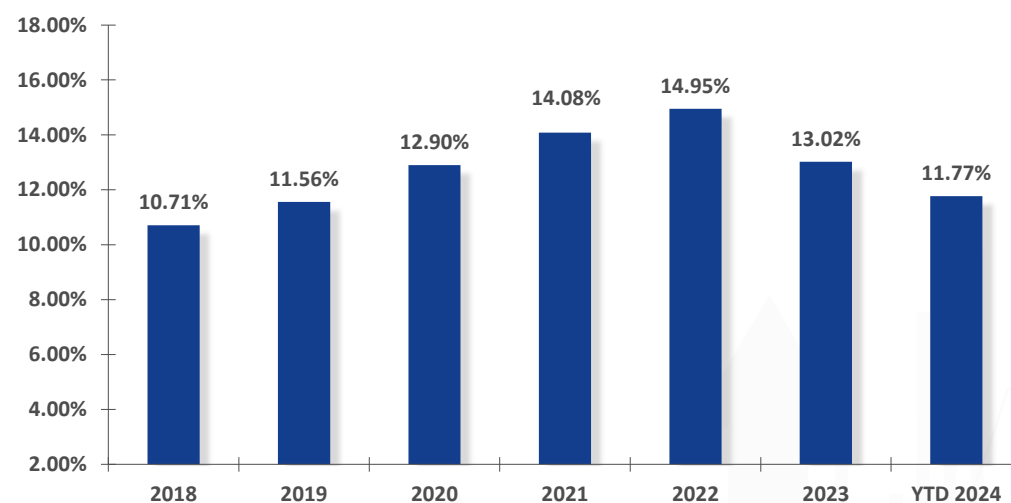
- 5% growth in 2023 versus 7.1% decline across community banks according to the FDIC
- 17.8% average annual growth over 5 years
- Doubled net income in 4 years



Shareholder Performance

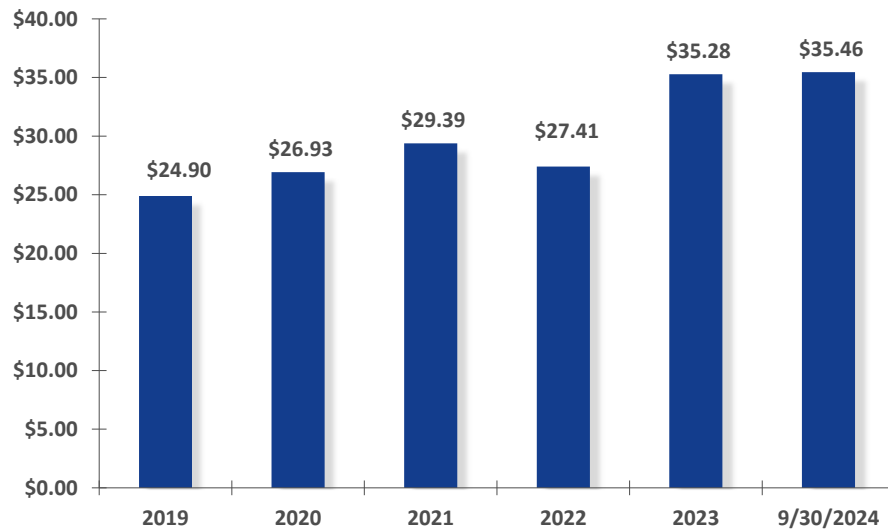
- Strong ROE of **11.77%** for YTD 2024
- EPS of **\$3.53** for YTD 2024 and **\$5.13** for 2023
- Share price of \$32.00 as of 11/09/24
- Market valuation of **0.94% of TBV** as of 11/09/24
- Consistent dividend expansion with current yield of **4.88%** as of 11/09/24
- Attractive P/E of **6.69x** as of 11/09/24

Return on Equity

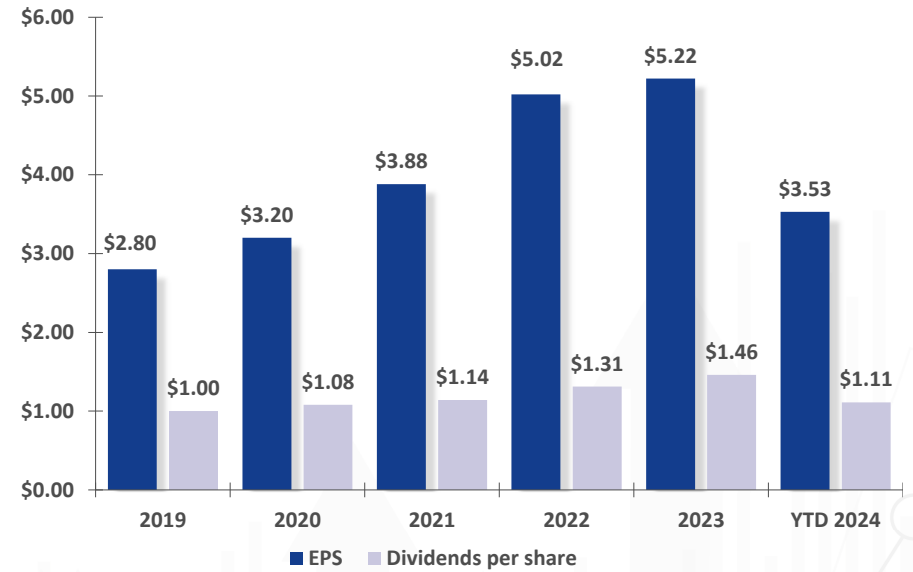


Shareholder Performance

Book Value Per Share

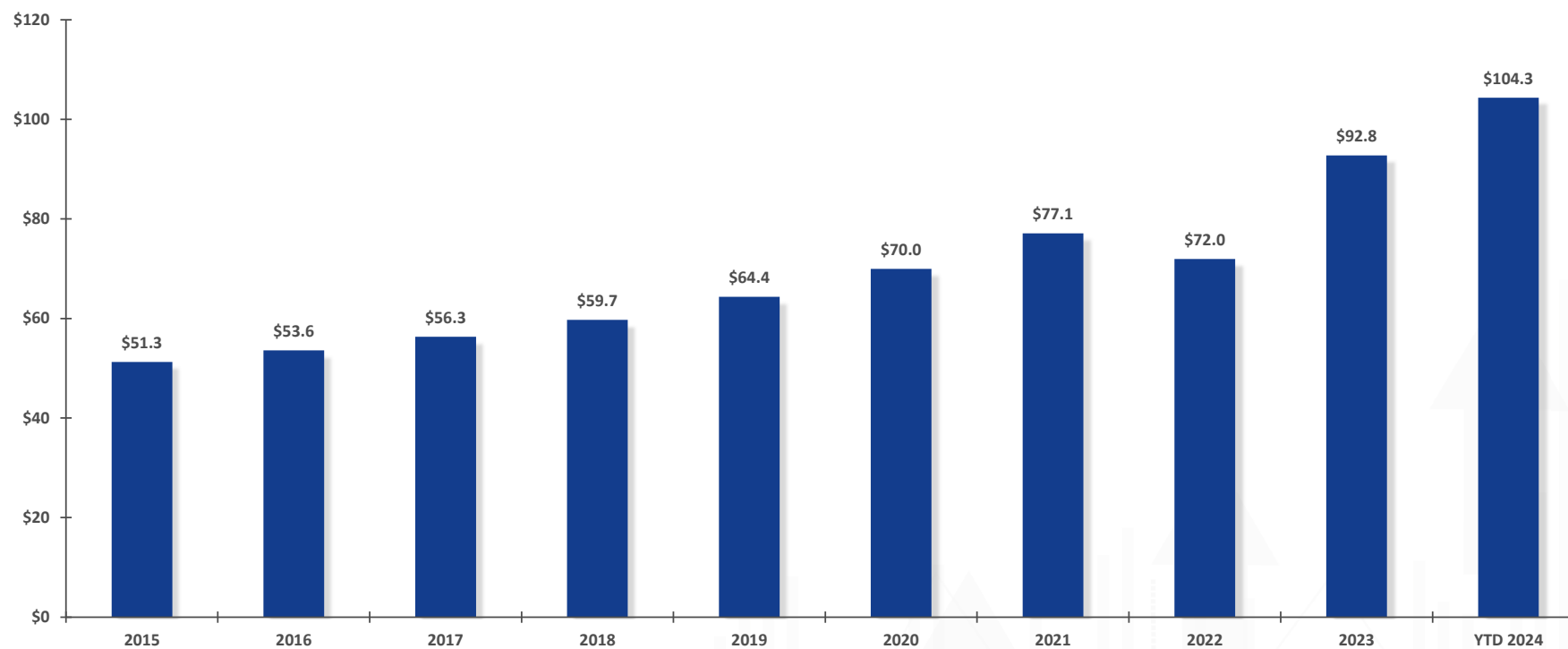


Earnings & Dividends Per Share



Capital to Support Growth

Total Stockholders' Equity (\$ in millions)



Why Invest in Kish Bancorp?

Strong Earnings Trajectory & Shareholder Performance

Managed to the key drivers of shareholder performance: EPS growth and ROE

Average annual ROE of **10.83%** in last 10 years, and **11.77%** ROE in YTD 2024

Net income growth in last two years of **30.15%** and **22.91%** respectively, with 10-year average of **14.47%**

History of dividend expansion and regular stock splits

Diversified revenue stream and attractive P/E ratio

Upside potential for KISB stock

Leading Market Share with Excellent Growth Potential

Dominant market share among community banks in its market area

Rapidly growing in State College and **#1 among community banks** in Centre County

Significant growth potential in **newly entered markets**: Blair, Juniata, Northeastern Ohio

Culture focused on relationship acquisition and expansion

Clearly Differentiated

Focus on small businesses, professionals, high net worth segments, non-profits

Emphasis on **highly customized** service, local decision making, accessible local executive team

Diversified approach to fulfilling client needs through banking, trust, wealth solutions, insurance, benefits consulting, and travel

Culture focused on relationship acquisition and expansion

Service, Credit, and Balance Sheet Quality are true differentiators

Focused on the Future: Quality, Technology, Innovation

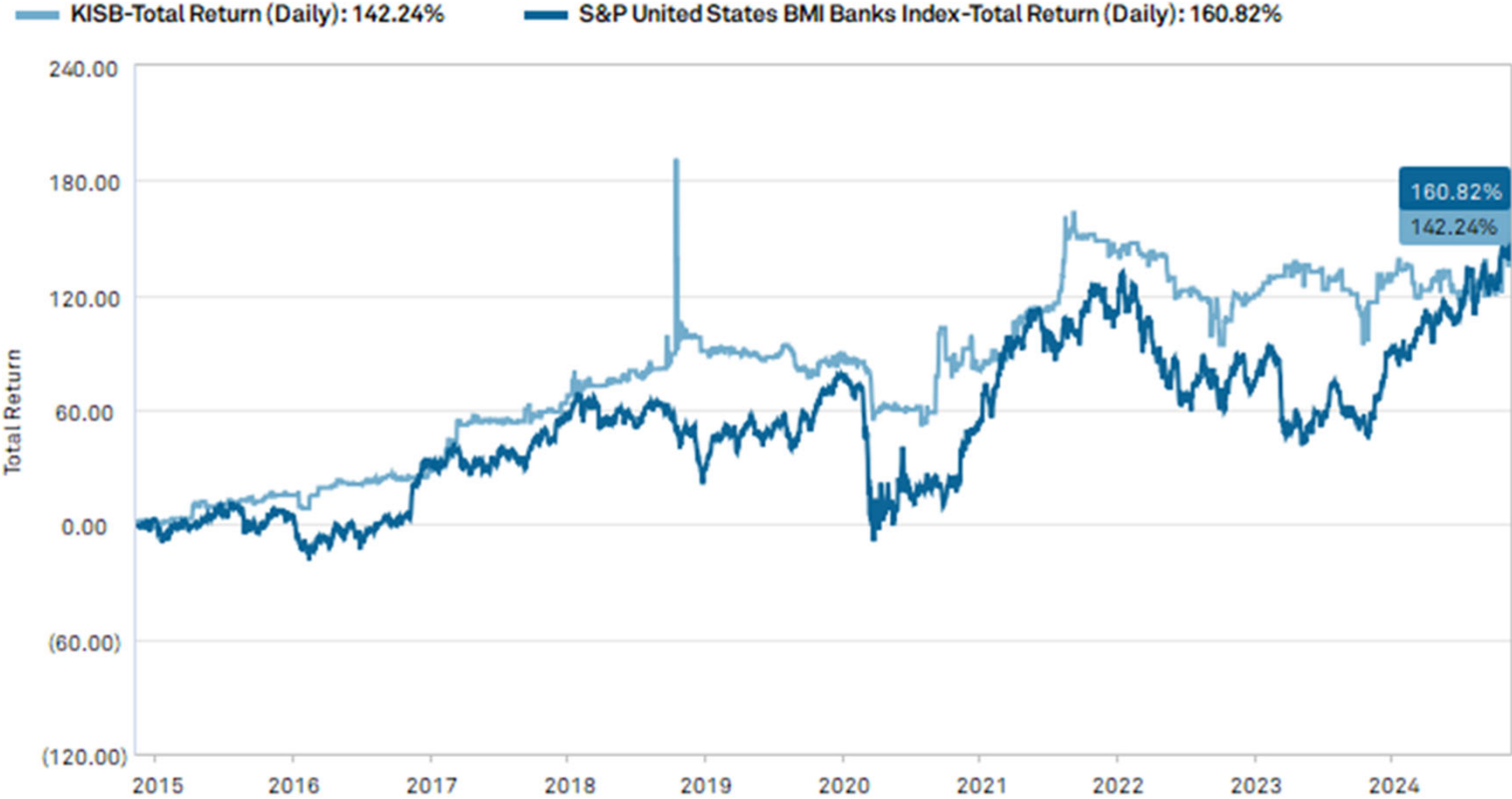
Continuous investment in technology advances Kish's ability to compete in digital environment

Transformative innovation will continue to differentiate Kish and its team

Construction of Kish Innovation Center and transformation of network, IT infrastructure, and core banking partner recently completed

Stock Price Stability

10-Year Total Return



Contacts

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