

# 2021

ANNUAL SHAREHOLDER MEETING

*May 10, 2022*



ENB Financial Corp

# Disclosures

Participation in the annual meeting, including voting shares and submitting questions, is limited to shareholders.

During the annual meeting, the company will not permit discussions or questions that are not relevant or pertinent to the agenda matter, then being discussed, as determined by the Chair in his reasonable judgement.

Following adjournment of the formal business of the annual meeting, the Company will address appropriate general questions from shareholders regarding the Company.



# Agenda

- Welcome
- Reading of the Minutes
- Meeting Certification
- Matters of Proxy
  - Voting
- Discussion of Company Condition
  - President's Remarks
  - Financial Review
- Voting Results
- Questions & Answers
- Adjournment



# Presenters

## **Adrienne L. Miller, Esq.**

Vice President and Corporate Secretary – ENB Financial Corp

Senior Vice President and General Counsel – Ephrata National Bank

## **Rachel G. Bitner**

Treasurer – ENB Financial Corp

Executive Vice President and Chief Financial Officer – Ephrata National Bank

## **Jeffrey S. Stauffer**

President, CEO & Chairman of the Board– ENB Financial Corp and Ephrata National Bank



# Meeting Certification

**Presented by: Adrienne L. Miller, Esq.**

Corporate Secretary - ENB Financial Corp

- Notice of Mailing to Shareholders of Record
- Confirmation of Quorum



# Matters of Proxy

1. Elect three (3) Class A directors to serve a 3 year term
2. To conduct a non-binding shareholder vote on executive compensation
3. To approve and adopt the ENB Financial Corp 2022 Employee Stock Purchase Plan
4. To ratify the selection of S.R. Snodgrass, PC as the independent registered public accounting firm for the year ending December 31, 2022
5. Transact such other business that may have been properly presented; no such matters have been presented.



# Matters of Proxy

Elect three (3) Class A directors to serve a 3 year term

## **Election of Directors – Class A**

Dr. Brian K. Reed  
Jeffrey S. Stauffer  
J. Daniel Stoltzfus



# Continuing Directors

## Continuing Directors – Class B

Willis R. Lefever

Jay S. Martin

Judith A. Weaver

Roger L. Zimmerman

## Continuing Directors – Class C

Joshua E. Hoffman

Susan Y. Nicholas, Esq.

Mark C. Wagner



# Voting Process

**Presented by: Adrienne L. Miller, Esq.**

Corporate Secretary - ENB Financial Corp

- Introduction of Proxy Holders and Judges
- Collection of any votes placed at the meeting



# Voting Process

## Proxy Holders

- Mary E. Leaman
- John H. Shuey

## Judges of Election

- Paul W. Wenger
- Roger S. Kline
- John L. Weber



# President's Remarks

**Presented by: Jeffrey S. Stauffer**

President, CEO & Chairman of the Board - ENB Financial Corp



# Reaching for New Heights

## ENB 2022 – 2024 Strategic Planning Objectives

1. Evolve Purposeful Leadership Capabilities
2. Achieve Operational Excellence
3. Develop a Robust Sales Culture
4. Manage Risk to Achieve Greater Profitability
5. Pursue Emerging Opportunities that Align with our Mission



# Mission Statement

To remain an independent community bank of undisputed integrity so the communities we serve benefit from our prosperity.

To help our employees find career fulfillment through professional growth, personal empowerment and mutual achievement.

To help our customers achieve financial health and wellbeing, as defined by them, throughout their lifetime.

To provide our shareholders with a consistent return on their investment by being a top performing financial institution.



# Creating a Plan for Future Success



# A Growing Franchise

November 8  
Elizabethtown Community Loan Office Opened at  
222 S. Market St., Elizabethtown



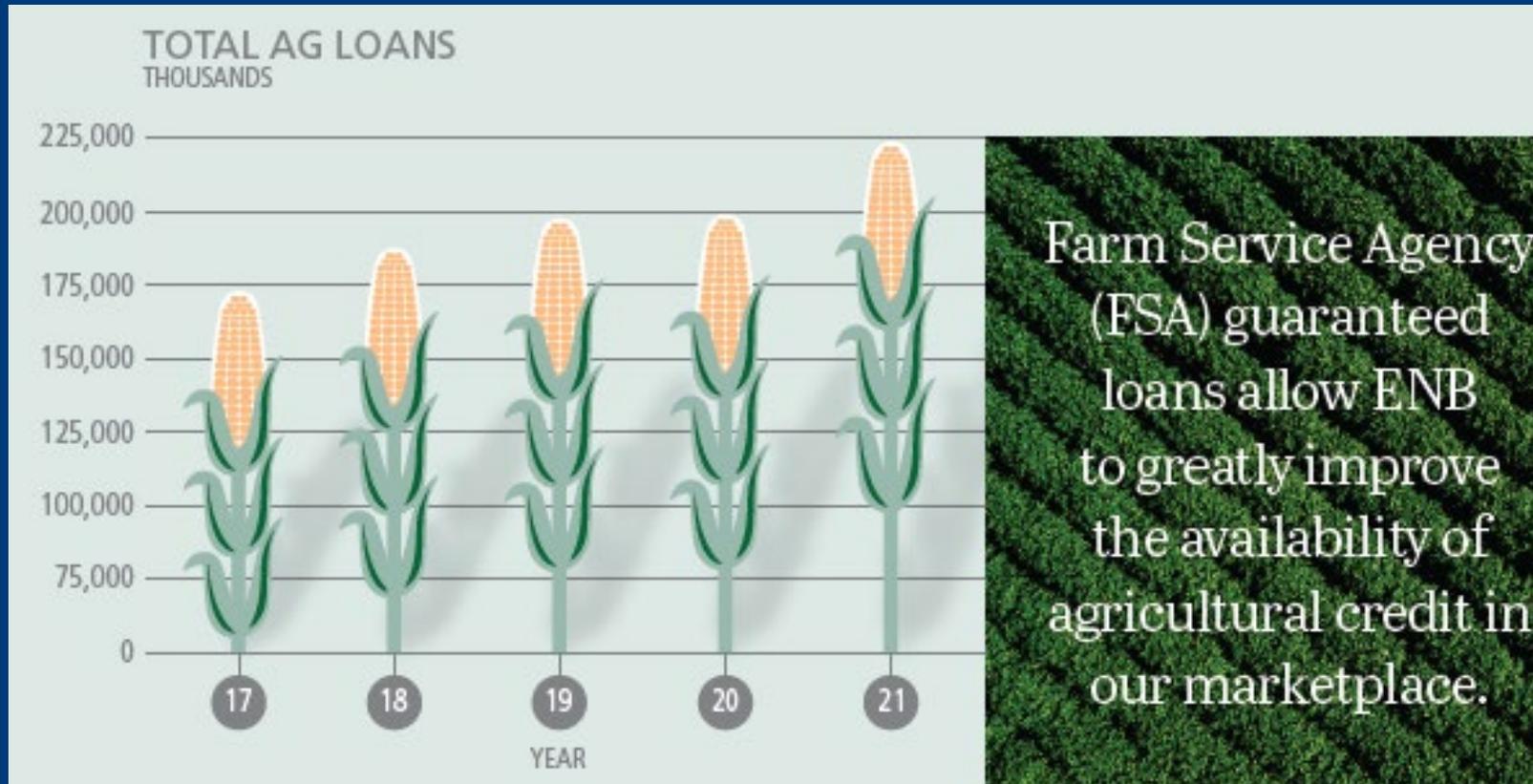
November 30  
Received approval from the OCC to open a new  
Community Banking Office at  
101 E. State Street, Quarryville



# Continuing Digital Transformation



# Expanding our Commitment to Agriculture



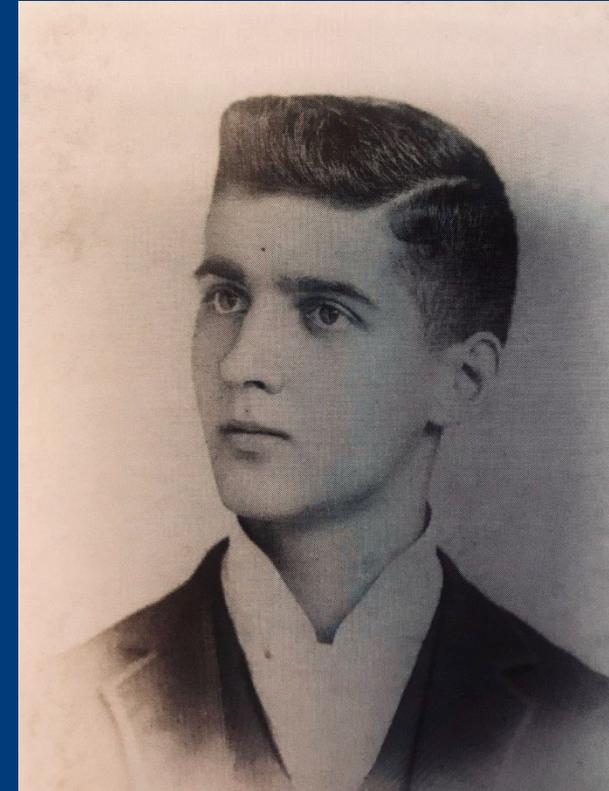
# Sharing our Prosperity



# Sharing our Prosperity

## J. Harry Hibshman Scholarship

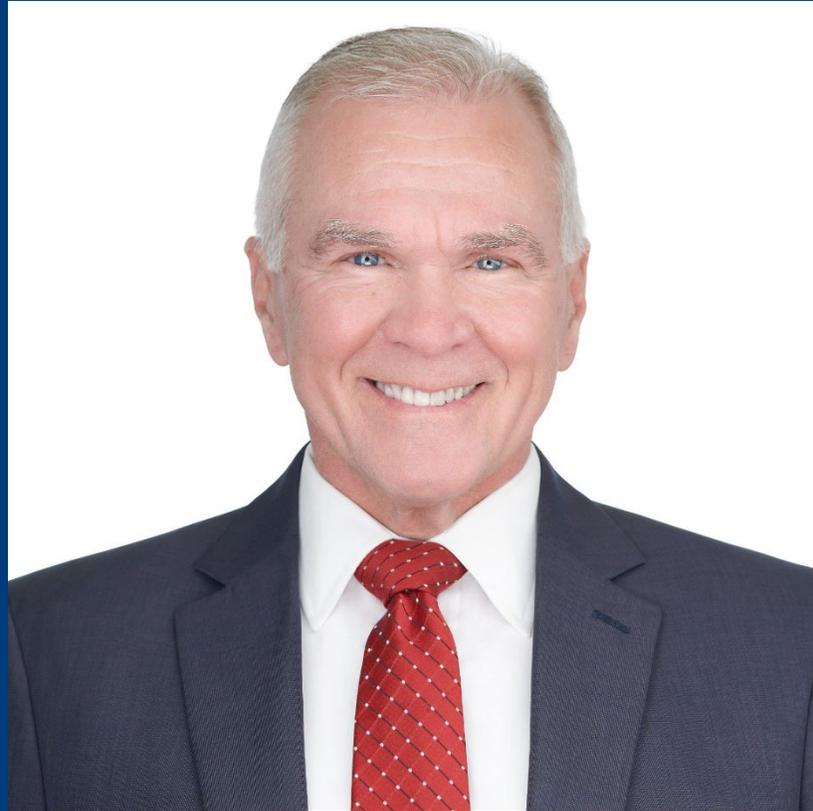
- 4,473 scholarships totaling \$30.2M awarded over the past 57 years
- 78 scholarships totaling \$1.55M awarded in 2021



# Making the Holidays Brighter



# Board Retirement - Aaron L. Groff, Jr.



# 2021 Financial Results

**Presented by: Rachel G. Bitner**

Treasurer - ENB Financial Corp



# Disclosures

## Unaudited Financial Information

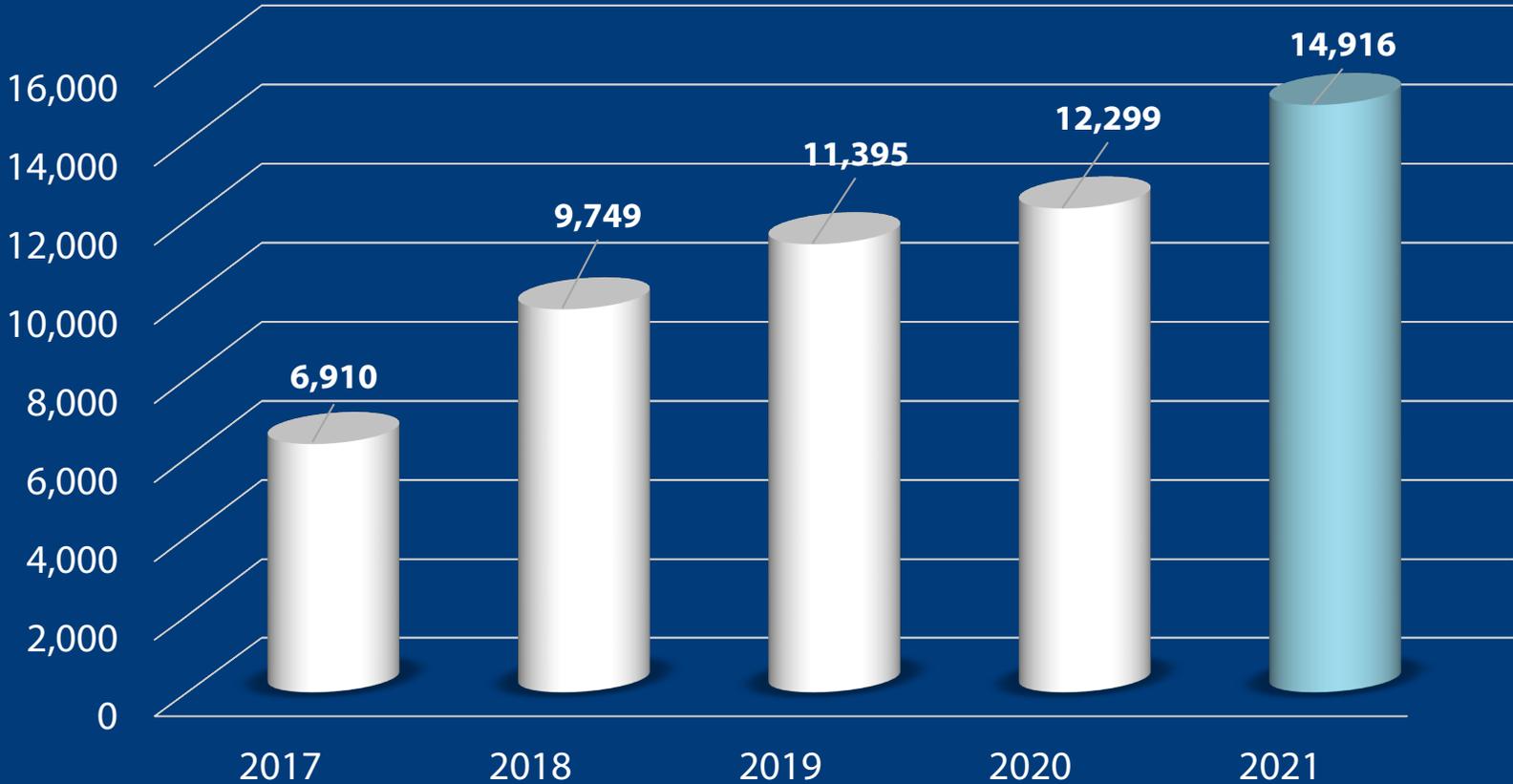
Some of the following slides present financial information that is unaudited. Therefore, this information is subject to adjustments that could be necessary upon completion of the annual audit.

## Forward Looking Statements

Some of the material and/or language used in this presentation would be considered a forward looking statement. Management is not obligated to update these forward looking statements.



# Net Income



# Significant Items

Dollars in Thousands	2021 \$	2020 \$	Incr./Decr. \$	Incr./Decr. %
Net Interest Income	<b>40,571</b>	38,248	2,323	6.1
Provision for Loan Loss	<b>475</b>	2,950	(2,475)	-83.9
Other Income	<b>11,301</b>	8,777	2,524	28.8
Gains on the Sale of Mortgages	<b>5,526</b>	5,850	(324)	-5.5
Gains on the Sale of Securities	<b>1,054</b>	733	321	43.8
Operating Expense	<b>40,441</b>	36,074	4,367	12.1
Pre Tax Income	<b>17,536</b>	14,584	2,952	20.2



# 2021 Balance Sheet Growth

Total Assets up \$254.9 million	+ 17.4%
Total Loans up \$97.5 million	+ 11.8%
Total Deposits up \$259.4 million	+ 20.7%
Total Capital up \$7.1 million	+ 5.4%



# Performance Ratios

	2021 %	2020 %	2019 %
Return on Average Assets (ROA)	<b>0.95</b>	0.96	1.01
Return on Average Equity (ROE)	<b>11.16</b>	10.16	10.36
Net Interest Margin	<b>2.81</b>	3.24	3.53
Efficiency Ratio	<b>69.08</b>	67.19	69.82



# Per Share Data

	2021	2020	2019
Earnings Per Share	<b>\$2.68</b>	\$2.20	\$2.01
Dividends Per Share	<b>\$0.67</b>	\$0.64	\$0.62
Dividend Payout Ratio	<b>25.00%</b>	29.09%	30.85%
Stock Price at Year-End	<b>\$21.70</b>	\$18.60	\$20.75



# 2021 Peer Analysis \*

As of 12/31/21

Measurement	ENBP %	Peer Median %
Return on Average Assets	<b>0.95</b>	1.14
Return on Average Equity	<b>11.16</b>	12.45
Net Interest Margin	<b>2.81</b>	3.11
Efficiency Ratio	<b>69.08</b>	60.87
Revenue/full-time equivalent	<b>216</b>	258

\* Peer data consists of the Corporation's strategic plan peer group which includes 14 banks in PA, NY, and MD with assets between \$1.0 billion and \$3.4 billion.



# 2021 Peer Analysis \*

as of 12/31/21

Measurement	ENBP %	Peer Median %
Tangible Capital to Assets	<b>7.99</b>	8.20
Tier 1 Ratio	<b>12.50</b>	12.85
Total Capital Ratio	<b>15.60</b>	14.75
Non-Performing Assets/Total Assets	<b>0.17</b>	0.41
Allowance for Loan Losses	<b>1.40</b>	1.26

\* Peer data consists of the Corporation's strategic plan peer group which includes 14 banks in PA, NY, and MD with assets between \$1.0 billion and \$3.4 billion.



# First Quarter 2022 Results

(Unaudited)

Earnings: \$3.2 million, down \$1,303,000, or 29.2%.

- Significant non-recurring items in 2021

ROA: 0.76%

ROE: 9.82%

Net Interest Income: Up \$1,042,000, or 10.8%

Net Interest Margin: 2.73%

Loan Growth: 12.90% over 3/31/21 balances



# Voting Results

**Presented by: Adrienne L. Miller, Esq.**

Corporate Secretary - ENB Financial Corp

- Reading of the Election Report concerning the four proposals



# Questions & Answers



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