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1Q 2020 Results

Q1 2020 Financial Highlights

Continued balance sheet growth year over year...

Income Summary	Q1 2020	Q1 2019	Change
Net Interest Income	\$4,219,000	\$3,649,000	15.62%
Provision for Loan Losses	\$185,000	\$0	100%
Non-Interest Income	\$3,023,000	\$2,872,000	5.26%
Non-Interest Expense	\$4,030,000	\$3,810,000	5.77%
Earnings Before Taxes	\$3,027,000	\$2,711,000	11.66%
Income Tax Expense	\$550,000	\$523,000	5.16%
Net Income	\$2,477,000	\$2,188,000	13.21%
Earnings Per Share Diluted	\$0.87	\$0.78	11.54%

Net Income

 13.21%

Balance Sheet

Assets	\$541,364,000	\$494,686,000	9.44%
Loans	\$379,072,000	\$339,176,000	11.76%
Deposits	\$429,301,000	\$411,400,000	4.35%
Stockholders' Equity	\$65,347,000	\$59,293,000	10.21%

Asset Quality

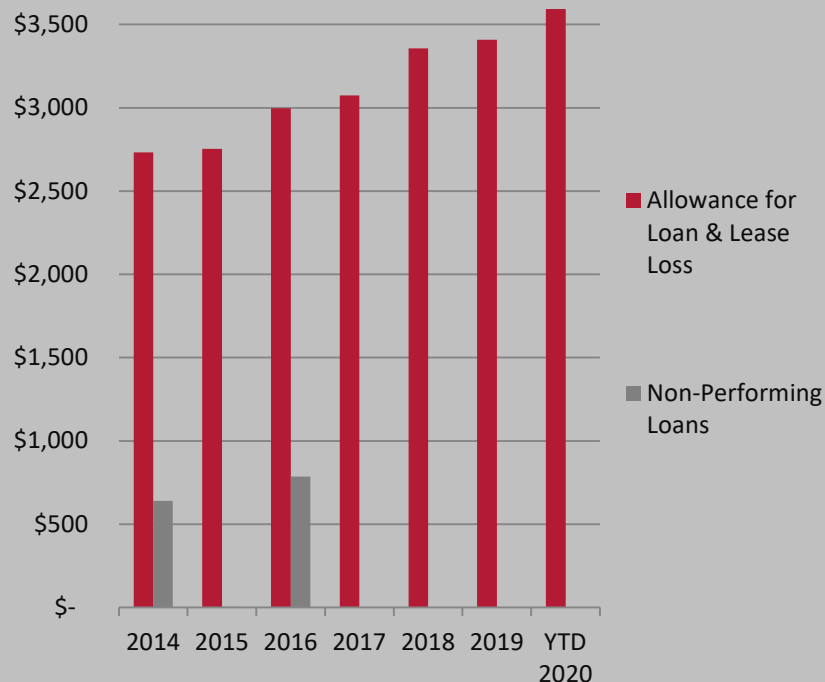
Allowance for Loan Losses	\$3,592,000	\$3,356,000	7.03%
Allowance to Gross Loans	0.95%	0.99%	-0.05%



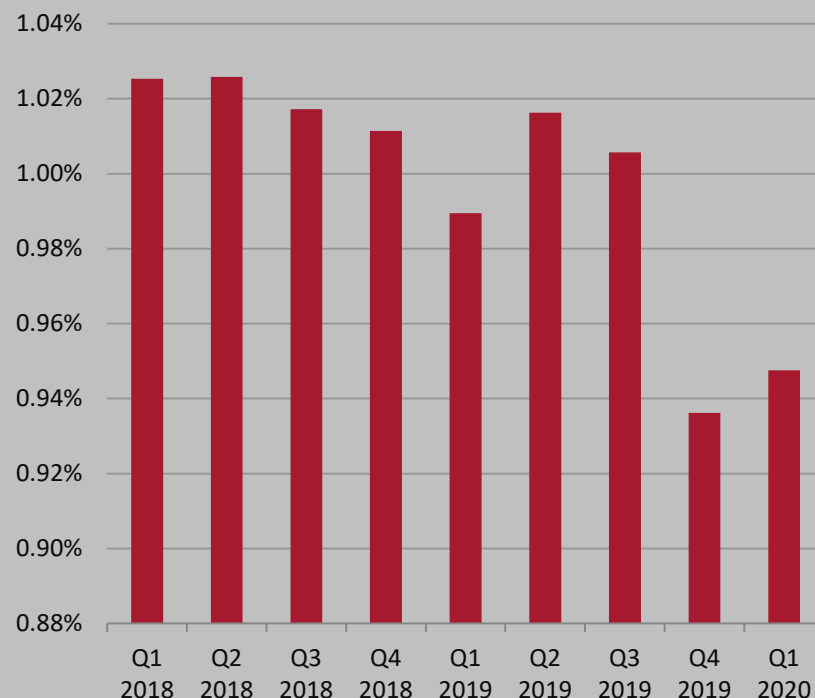
Safe and Reliable Credit Quality

- 30 days+ past due: total \$341,151.26
- No non-performing assets (NPAs)
- No other real estate owned (OREO) loans

Allowance vs. Non-Performing (\$000's)



Reserves / Loans

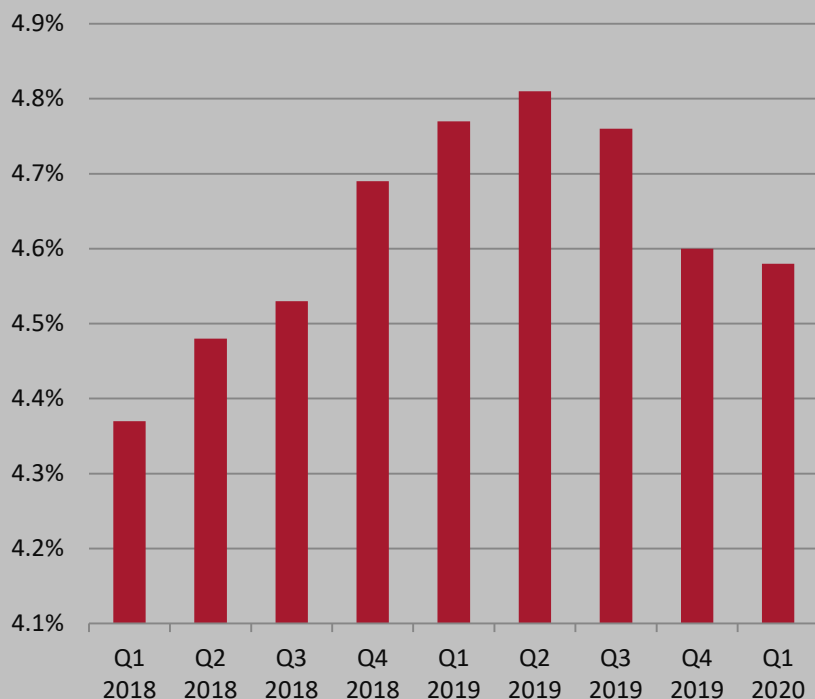




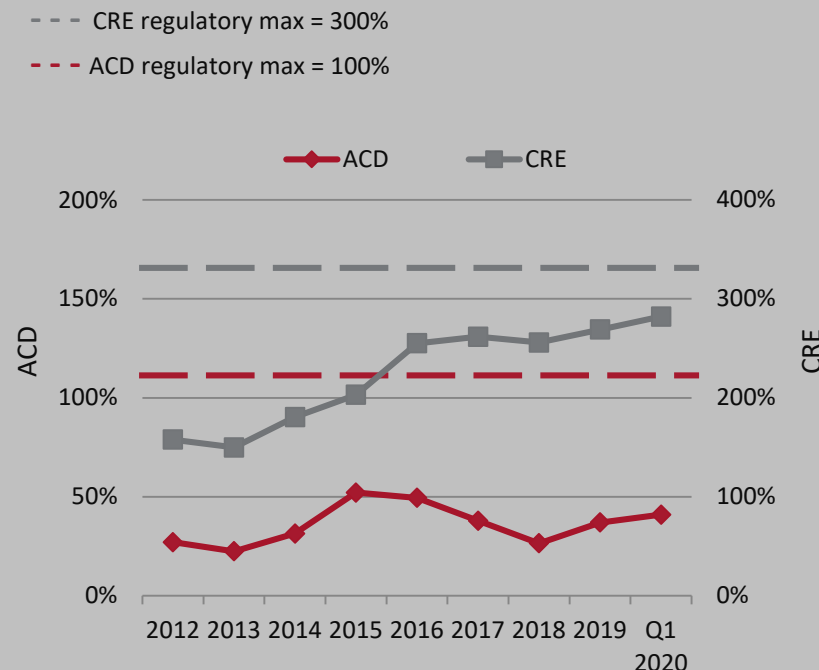
Loans, cont.

- Our average loan yield has declined along with rates
- Commercial Real Estate concentration is approaching the top of the 300% guideline

Average Loan Yield



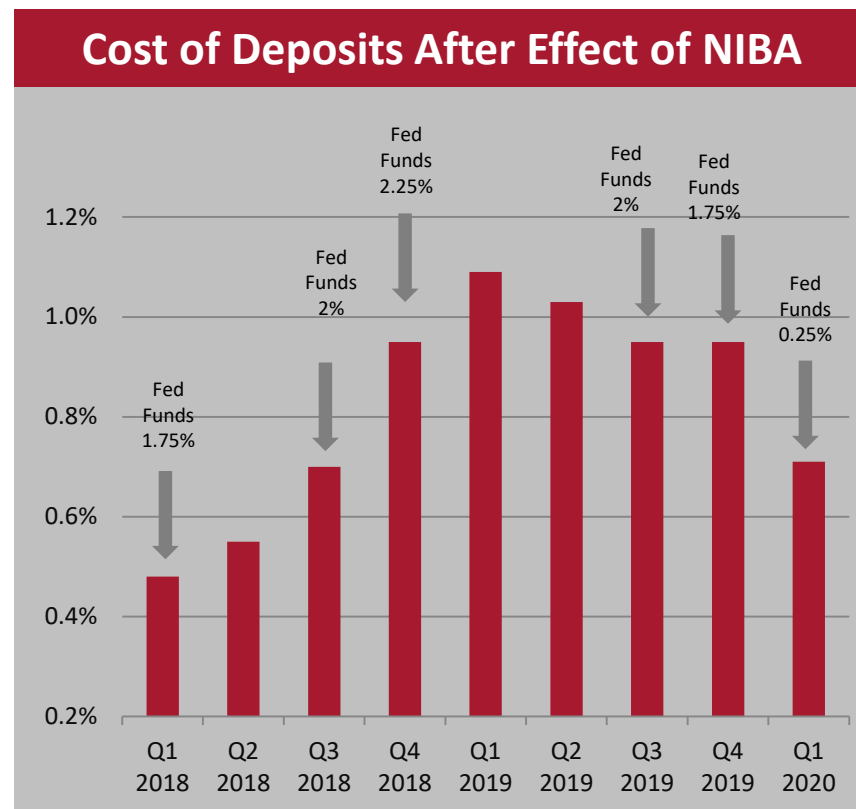
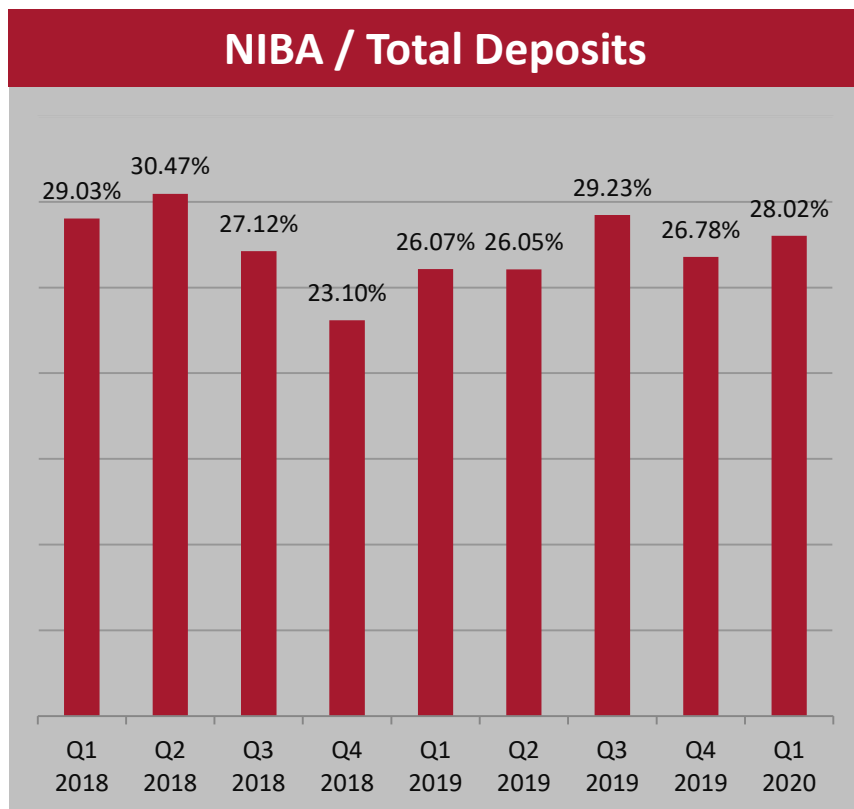
Commercial Real Estate





Deposits Cost Stabilizes

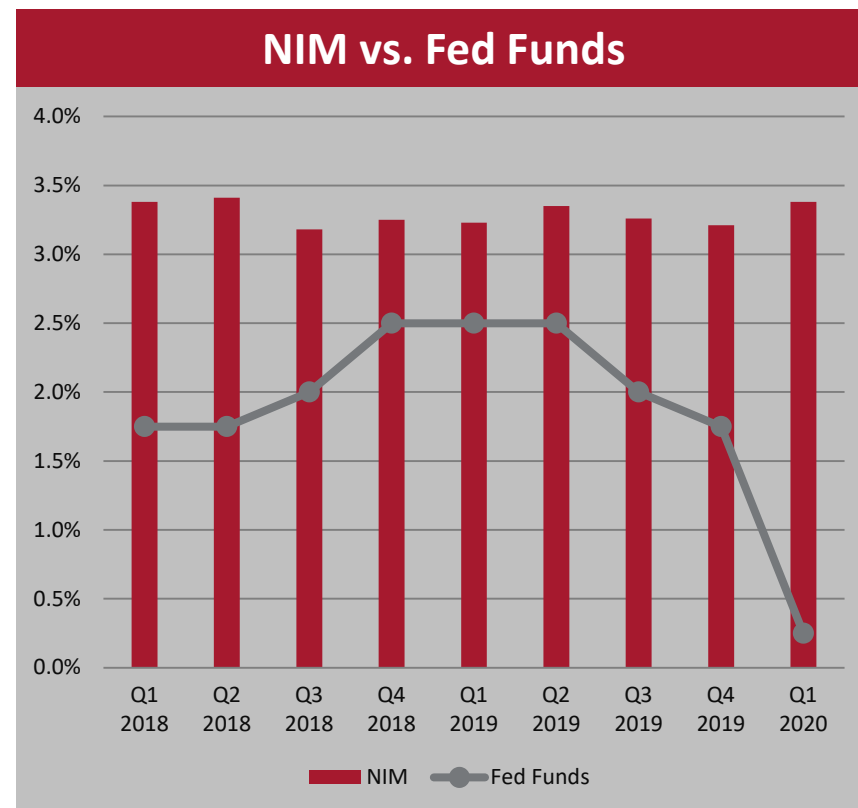
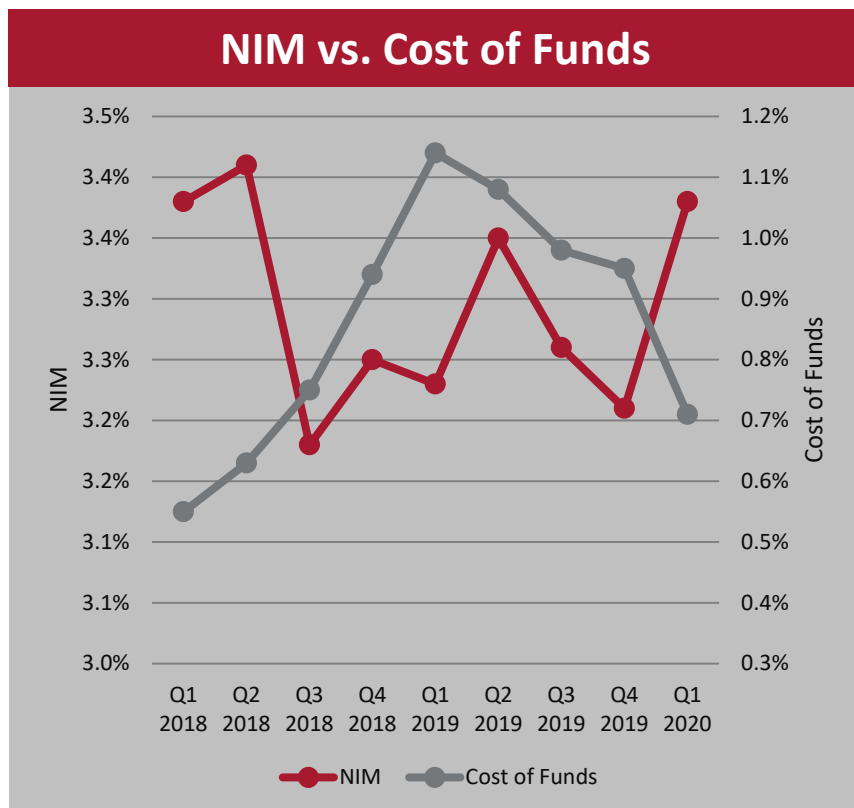
- Non-interest bearing accounts (NIBAs) are a key part of our funding but lose some of their advantage as rates approach zero





Net Interest Margin Increases in Q1

- NIM has increased due to declining Fed Funds rates and reduced cost of funds
- TRUX NIM has been aided by fixed rate assets and floating liabilities, but that's perishable

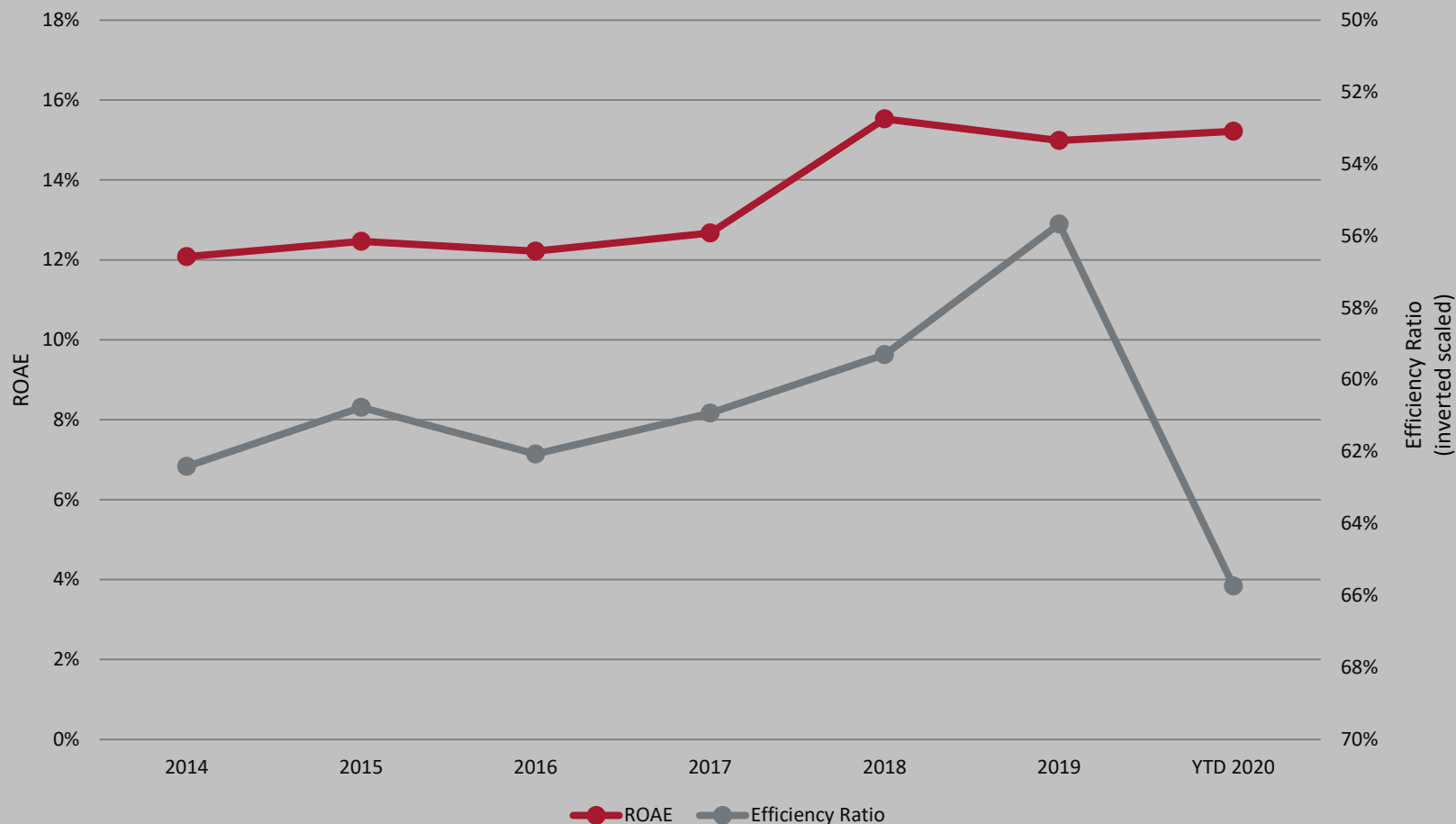


ROAE and Efficiency Ratio



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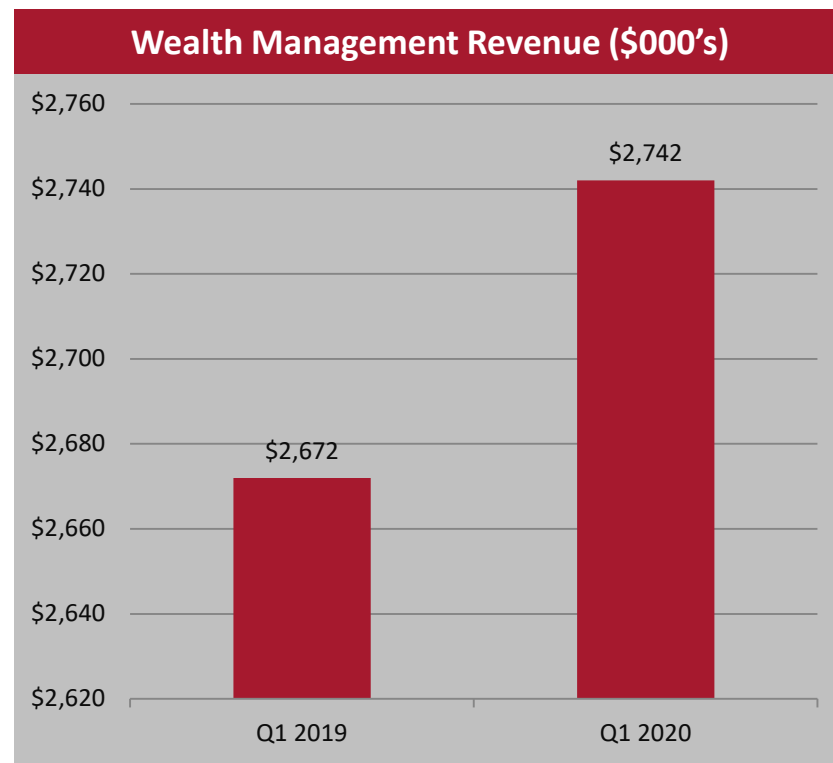
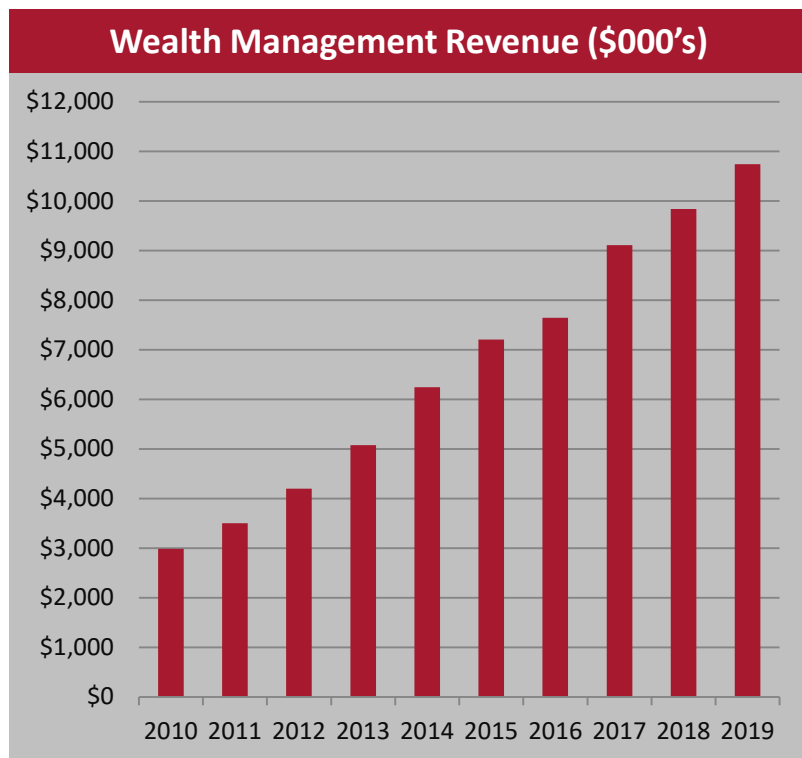
ROAE vs. Efficiency Ratio





Wealth Management Growth Continues

- Non-interest income constituted 43% of total revenue in 2019
- Wealth management services represents 90.7% of total non-interest income YTD 2020
- Wealth management revenue increased 2.62% in Q1 2020 compared to Q1 2019



TRUX Financial Returns are Excellent



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- Efficiency ratio decreased by 12.32% in Q1 2020 compared to Q1 2019
- Net interest margin (NIM) increased 4.64% compared to Q1 2019
- Return on average assets (ROAA) up 4 basis points from Q1 2019
- Return on average equity (ROAE) down 19 basis points from Q1 2019
- Tier 1 Leverage Ratio for the Bank remains very conservative – making the returns more impressive

Capital Ratios	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Efficiency Ratio	58.53%	54.60%	57.97%	55.67%	65.74%
Net Interest Margin	3.23%	3.35%	3.26%	3.21%	3.38%
ROAA	1.81%	2.05%	1.97%	1.89%	1.85%
ROAE	15.41%	16.69%	16.02%	15.77%	15.22%
Tier 1 Leverage Ratio (Bank)	11.14%	11.15%	11.33%	11.30%	11.21%
Tangible Equity / Tangible Assets	12.00%	12.70%	12.35%	11.76%	12.07%



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