

2023 ANNUAL REPORT



CELEBRATING A
Century
OF SERVICE.



 MabreyBank®



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“Our longevity and success are a direct result of the belief and conviction of our customers and our team members in the mission of Mabrey Bank.”

SCOTT MABREY
Chief Executive Officer

TO OUR MABREY BANK FAMILY

As we celebrate the centennial anniversary of Mabrey Bank in 2024, I want to reflect not only on 2023 but also on our last 100 years as an organization.

The entire Mabrey family is grateful to have served and interacted with our customers, team members and communities in a meaningful way for the last ten decades. Mabrey Bank has been fortunate to stand the test of time as a trusted and secure financial resource in our Oklahoma communities. Our longevity and success are a direct result of the belief and conviction of our customers and our team members in the mission of Mabrey Bank.

Our direction has never wavered over the last century, and the Mabrey Bank leadership team felt that simplifying and clarifying that mission was critical heading into our centennial. I'm proud to introduce our new mission statement.

Our team provides sound financial solutions and personalized service to empower people, enrich businesses and improve the communities we serve.

We pledge to carry out this customer-focused and community-minded mission at Mabrey Bank for the years to come.

It's no secret that 2023 was a challenging year for businesses and consumers alike. Rising interest rates, inflation and economic uncertainty affected all of us. I'm proud of how Mabrey Bank was able to navigate those challenges and still find success in 2023, which speaks to the loyalty, passion and dedication of our team members in all lines of business.

In this Annual Report, you will read about the accomplishments of our teams in the Tulsa, Oklahoma City and East Central Oklahoma markets. We also recognize our Private Bank, Healthcare, Treasury Services and Mortgage divisions for their work and collaboration last year.

Our internal corporate culture and team member engagement scores remain strong while we continue to excel at providing unparalleled customer service. Our dedication to giving and volunteering has never been more substantial and important as we work to do our part to improve the communities we serve.

To all of our stakeholders, customers, and team members, thank you for your part in the history and legacy of Mabrey Bank. We look forward to the next 100 years.

2023 AT A GLANCE

CELEBRATING
100
YEARS

\$1.75
BILLION



IN ASSETS AS OF DEC. 31, 2023

9.0
YEARS

CURRENT AVERAGE
TENURE OF

270
TEAM MEMBERS



**CORPORATE
CULTURE
SURVEY SCORE**
4.21/5 (GALLUP)

93% 
**OVERALL
CUSTOMER
SATISFACTION**

\$545,318

CHARITABLE  CONTRIBUTIONS



15
**FULL-SERVICE
LOCATIONS**

4.9/5 STARS



MABREY BANK APP RATING

EXECUTIVE LEADERSHIP TEAM



Scott Mabrey
Chief Executive Officer



John Pixley
President



Carlisle Mabrey IV
Chief Operating Officer



Brad Stieben
Chief Financial &
Risk Officer



Kendall Mullen
Chief Human Resources
Officer



Tim Smith
Chief Credit Officer



Kevin Short
Chief Lending Officer



Thom Meyer
Chief Underwriting
Officer



Lisa McLarty
Chief Marketing
Officer



Chris Odom
Director of Tulsa
Lending



Darren Dixon
Oklahoma City Metro
President



Heather Van Hooser
Director of Private Bank



Mark Mabrey
East Central Oklahoma
Region President



Kim Ganus
Senior Operations &
Trust Officer



Jeff Moser
Director of
Mabrey Mortgage

100 YEARS

A MISSION 100 YEARS IN THE MAKING.

Founded in 1924, Mabrey Bank is committed to providing the friendly and flexible service of a family-owned bank in addition to the financial offerings and technology of a large national bank.

1906

G.W. Mabrey

The Mabrey family's affiliation with the bank began nearly 120 years ago when G.W. Mabrey joined the Board of Directors of the newly formed Citizens National Bank in Okmulgee.

1909

Carlisle Mabrey Sr.

G.W.'s son, Carlisle Mabrey Sr., was hired as Assistant Cashier of Citizens National Bank. Carlisle served in that role for 11 years but left the bank in 1920 to manage his own businesses.

1924

Charter Established

A Certificate of Incorporation (charter) was officially issued to the new Citizens Security Bank in Bixby. Today, all of Mabrey Bank operates under this charter with its Bixby headquarters.

1963

Carlisle Mabrey Sr.

Carlisle Mabrey, Sr. returned to Citizens National Bank in Okmulgee as the Chairman of the Board. He continued his affiliation with the bank until his death in 1963.



1991

Lurline Mabrey

Lurline Mabrey, Carlisle Jr.'s wife, was elected Chairman of the Board following her husband's death. A smart businesswoman and philanthropic leader, she helped refine the core values of the bank during her tenure. She continued to serve in that role for 21 years until her death in 2012.

1994

Citizens Security Bank 1994-2004

The Mabrey Family purchased Citizens Security Bank in Bixby and combined it with Citizens Bank in Okmulgee, bringing together two strong community banks. Five years later, the bank would expand to Muskogee.

1999

Fourth Generation

The fourth generation of Mabreys began to join the family business to ensure long-term success. This included Carlisle III's sons, Scott and Carlisle IV; Bruce's children, Melanie and Mark; and John's daughter, Katie.

2004

Tulsa Expansion 2004-2015

The bank expanded into the Tulsa metro area with four full-service locations and added the Private Bank to the extensive product and service offerings.

VISION

TO BE THE BANK OF CHOICE.

MISSION

OUR TEAM provides sound financial solutions and personalized service to empower people, enrich businesses and improve the communities WE SERVE.

CORE VALUES

- PERFORMANCE
- TEAMWORK
- STEWARDSHIP
- RELIABILITY
- INTEGRITY
- PROFESSIONALISM

1966

Carlisle Mabrey Jr.

Five years after he began working at the bank, Carlisle Mabrey Jr. purchased controlling interest of Citizens National Bank and became President and Chairman of the Board.

1971

Family Business 1971-1983

Carlisle Jr.'s four children—Carlisle III, Bruce, Marilyn and John—all joined the family business, each spending the rest of their careers working at the bank and serving on its Board.

1978

Carlisle Mabrey III

Taking the position his father held, Carlisle Mabrey III is promoted to President and CEO of Citizens National Bank. He led the bank for 41 years until transitioning to Executive Chairman of the Board in 2019.

1979

Mabrey Expansion 1979-1992

The Mabrey family expanded their banking services to even more Oklahoma communities through a series of acquisitions. Purchases included Weleetka State Bank, First Bank of Haskell, Bank of Commerce in Wetumka and Morris State Bank.



2015

Mabrey Bank

The bank changed its name to Mabrey Bank to reflect the history of high-quality service as a family-owned and locally operated financial institution.

2019

The Next Generation of Leadership

Scott Mabrey was appointed as the new CEO of Mabrey Bank with his brother Carlisle Mabrey IV tabbed as the COO. John Pixley was promoted to President. It concluded a thoughtful succession plan put in place by Carlisle Mabrey III.

2020

OKC Expansion

After officially moving into the market five years earlier, Mabrey Bank opened a brand-new full-service location in Oklahoma City. This 10,200 square-foot facility will allow the bank to better service OKC while partnering with businesses and customers across the capital.

2024

Centennial Celebration

Mabrey Bank commemorates 100 years under its official charter as the bank recognizes and celebrates its centennial throughout 2024.

CORPORATE CULTURE

ENGAGING OUR TEAM MEMBERS

Team members are Mabrey Bank's number one asset, and the culture established within the bank is paramount to the overall success of the organization. We believe the care and value we show our team members directly impacts the standard of service we provide for our customers.

The commitment to our team members is revealed annually when we conduct the Team Member Engagement and Corporate Culture and Reverse Evaluation Surveys. In 2023, Mabrey Bank utilized Gallup, a global leader in workplace analytics and survey research, for the first time to conduct its Team Member Engagement and Corporate Culture Survey. Even as a first-year survey participant, the results showed Mabrey as a model for workplace excellence.

Demonstrated by a voluntary turnover rate of one-third the industry average and an average tenure that more than doubles the national mark, it's clear that our team members prefer to build a fulfilling and long career at Mabrey Bank.

Corporate Culture Survey

OVERALL SCORE WAS EXCELLENT AT

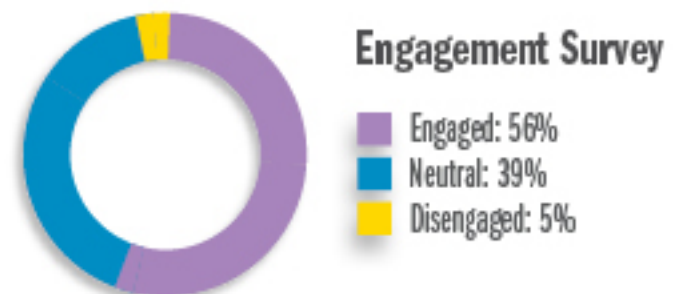
4.21/5

Mabrey Bank ranks in the 59th percentile compared to the entire Gallup database.

Typical results for first-year surveys fall in the 25th percentile.

Mabrey Bank Engagement Ratio is **11:1**

Gallup considers a 4:1 ratio as best practice.



Reverse Evaluation Data

An anonymous survey in which team members evaluate their direct manager.

We had **98%** participation and a bank-wide score of **6.43/7**

83% of leaders scored 6.0 or higher (considered an A+ score)

244 of our team members provided feedback.



Tenure & Mobility

Team Member Tenure

Mabrey Bank = 9.0 years

National Average = 4.1 years

Voluntary Turnover Rate

Mabrey Bank = 6.5%

National Average = 18.6%

Internal Transfer/Promotion Rate

Mabrey Bank = 49.3%

National Average = 8.9%



CUSTOMER SERVICE

Whether a customer walks in the door of any of our 15 full-service locations or calls our in-house customer service team, the experience they have with Mabrey Bank matters. Personalized and friendly service is a consistent treatment across all lines of business at Mabrey, and the emphasis we put on that service manifests in our customer survey results. For three consecutive years, we have shown steady improvement in an already excellent Overall Customer Satisfaction score, which currently sits at 92%.

Our total app user database increased more than 10.5% in 2023, and our survey results show customers find it easy to use and convenient. As technology continues to advance in finances, our customers have never been more likely to recommend our app.

While our digital offerings generate overwhelmingly positive reviews and referrals, our Customer Service team of nine in-house representatives is just as adept at answering our clients' questions and solving their concerns. New phone systems installed in 2023 have maintained low wait times for customers despite an increase in calls while allowing our representatives to remain efficient while providing solutions to our customers.

Customer Satisfaction Survey Data

Mabrey Bank partnered with Avannis to ensure we are achieving the high standards we hold ourselves to when interacting with customers. The results reflect the significance our team members place on the complete customer experience.

1,366 Surveys Completed in 2023



Customer Service Communications

Calls = 8,535 | Chats = 908
average per month

Digital Banking Data

Since the introduction of a dedicated Mabrey Bank Mobile App in the Spring of 2022, our digital banking users continue to increase. To ensure a high-quality online experience, we have continued to update and enhance our digital banking platform.

Digital Banking Users



Online/Mobile Satisfaction (Avannis)



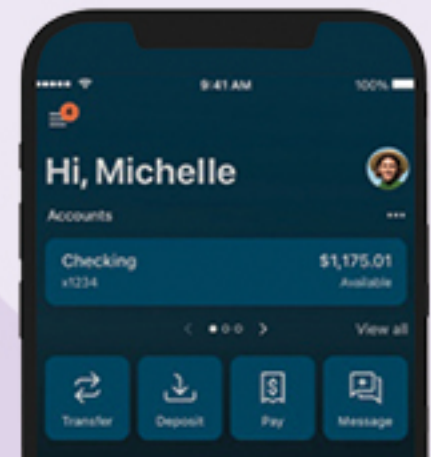
App Rating



4.9 out of 5
Mabrey Bank

(1.4k reviews) - via App Store

Mabrey Bank mobile banking is fast, secure and empowers you with the tools you need to manage your finances.



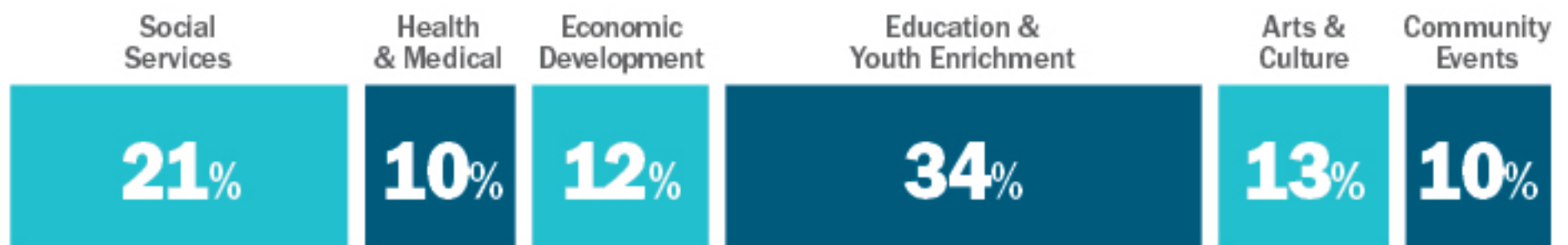
COMMUNITY COMMITMENT



OUR COMMUNITY MATTERS AT MABREY

Throughout our history, Mabrey Bank has been passionate and proactive about serving our community. From monetary donations to volunteering our time and resources, we care about helping individuals and local businesses thrive. Our impact goes beyond the doors of our 15 locations as we strive to promote a high quality of life and build sustainable change, a value shared by our team members and customers.

COMMUNITY CONTRIBUTIONS BY AREA OF FOCUS



Enriching and enhancing our communities is a responsibility our team members at Mabrey Bank take pride in carrying out. By donating financially, volunteering our time and sharing our expertise, we strive to reciprocate the loyalty customers and businesses put into Mabrey Bank back into the communities we represent. Our impact extends to all corners as we devote a portion of our time to servant work that improves the lives of those in need.



United Way Day of Caring

While Mabrey Bank donates annually to our local United Way campaigns, we also volunteer each year through the United Way's Day of Caring. Last year, we served at the Okmulgee YMCA, replanting the landscaping while learning about the partnership between the Mabrey family and the YMCA.



Junior Achievement

Developing future leaders and stewards of our communities begins with the correct tools and resources to be successful. Mabrey Bank partners with Junior Achievement to teach students financial literacy through JA Finance Park and explore career opportunities through JA Inspire.

THREE PILLARS OF COMMUNITY COMMITMENT



Salvation Army Bell Ringing

In the lead-up to the holidays, our team members volunteered with the Salvation Army, serving as bell-ringers for their Red Kettle Campaign. Funds raised through the Salvation Army have a year-round impact in our communities, directly helping our neighbors in a time of need.

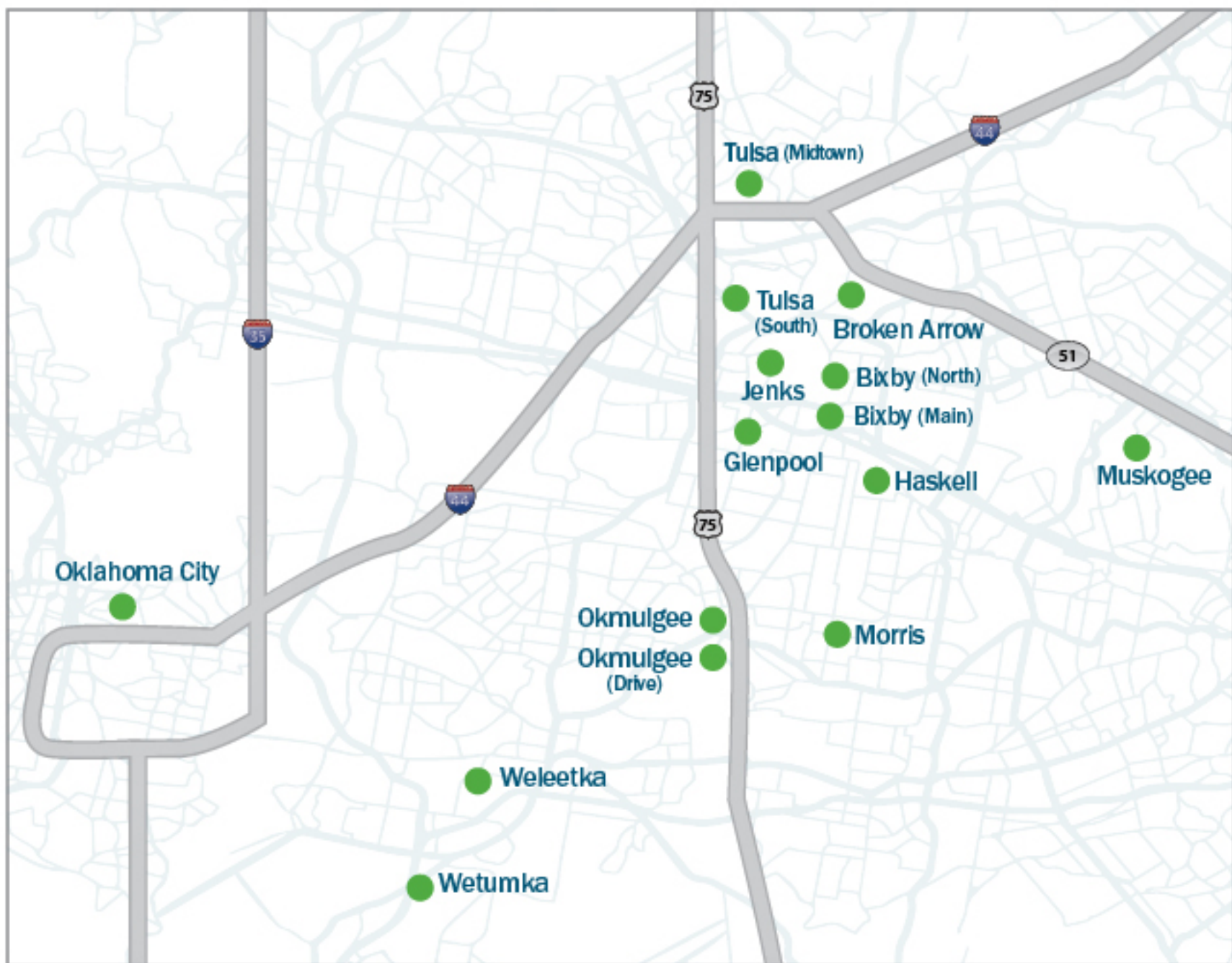


Toy & School Supply Drives

In 2023, we continued our annual School Supply Drive to ensure students and teachers in our communities were equipped for a successful school year. We also began a new holiday tradition, collecting toys at all branches to make certain no child went without a gift during the holidays.



15 FULL-SERVICE LOCATIONS ACROSS OKLAHOMA



BUSINESS & COMMERCIAL BANKING



PRIVATE BANK



TREASURY SERVICES



MORTGAGE LENDING



PERSONAL CHECKING, SAVINGS & LOANS



DIGITAL & MOBILE BANKING



MERCHANT SERVICES



INTERNATIONAL SERVICES



TULSA



“Our consistency in how we operate and treat our clients sets an expectation across Tulsa for our level of service and the bottom line results we deliver. The Mabrey name has never been more synonymous with success than it is today.”

Chris Odom
Director of Tulsa Lending, EVP

COMMERCIAL LENDING EXHIBITING CONSISTENT PROGRESS IN TULSA

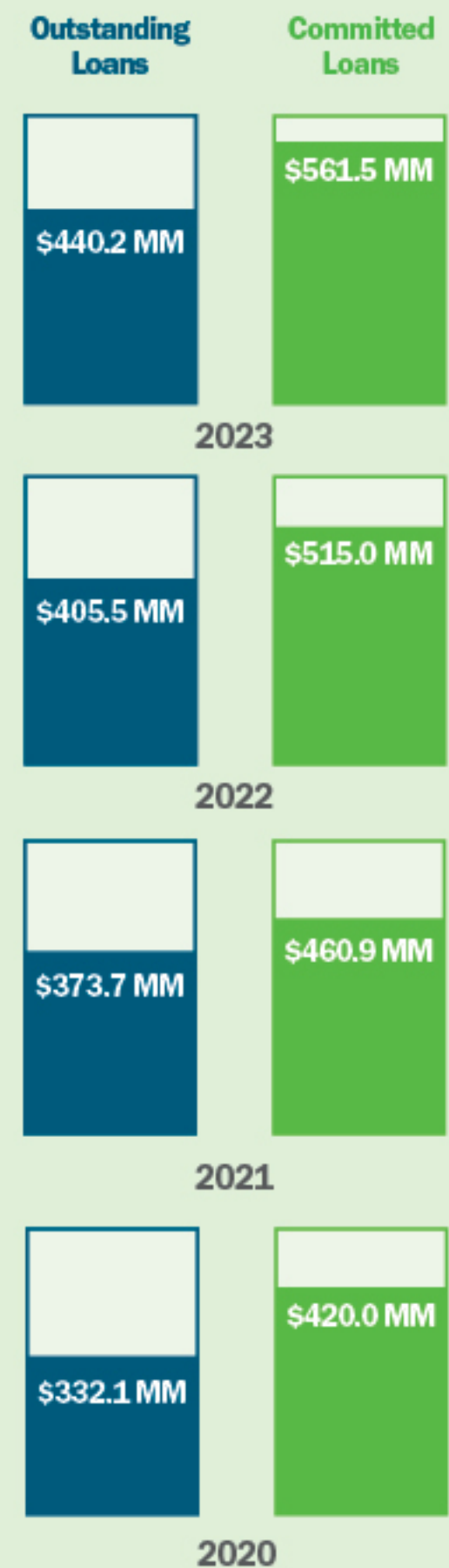
The Tulsa Lending team models consistency within Mabrey Bank, both in the internal reliability of the team and externally as we serve our clients. With steadfast lenders who have built established careers at Mabrey, backed by experienced loan assistants and portfolio managers, our team cultivates and maintains lasting, beneficial partnerships throughout the city and surrounding areas.

Despite the challenge of rapidly increasing interest rates in 2023, Tulsa Lending continued its strong five-year growth pattern with a nearly 9% increase last year, generating a loan portfolio of \$440.2 million. This success is a testament to the Mabrey brand of relationship banking and to the dedication of each of our lenders.

The key to unlocking success in a tough rate environment manifests in discovering the right opportunities throughout various business sectors across Tulsa. Relationships with high-quality clients in the Energy and C&I industries allowed Mabrey to remain competitive with rates while delivering unique products for the market. Driving new business will always remain a priority for our lenders, especially in a growing hub like Tulsa, but nurturing our established partnerships in the community continues to yield success while deepening those relationships.

Our Tulsa Lending team aims to continue expanding and improving the Metro and its suburbs in 2024 and beyond.

Tulsa Lending Portfolio



OKLAHOMA CITY



"I'm proud of how we were able to honor our relationships with our customers in 2023, satisfying their financial needs and finding solutions in a period of uncertainty. It shows they are not just comfortable at our bank, but comfortable with their Mabrey banker."

Darren Dixon
OKC Metro President, SVP

MABREY BUILDING ON TRUST AND SUCCESS IN OKLAHOMA CITY

Over the four years since our newest branch opened in north Oklahoma City, Mabrey Bank has bolstered its reputation in the state capital with growth not only in its financial portfolios, but in the number of accounts the location is servicing. In just the last 12 months, our OKC branch has increased its deposit accounts by 155, a 28% increase over 2023, reflecting our standing in the city.

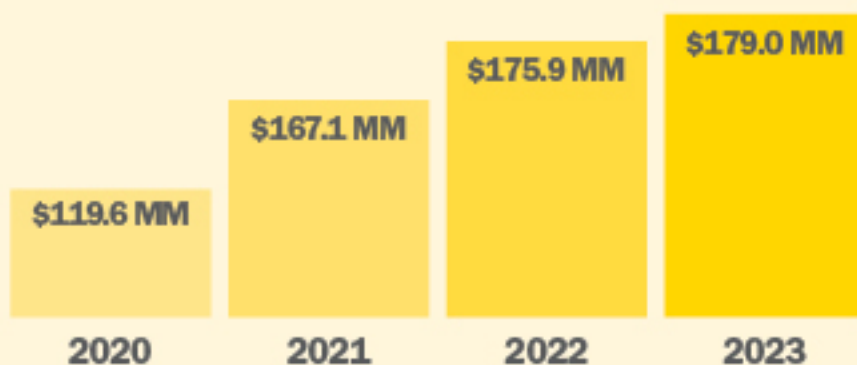
This increased measure of trust between the market and our Mabrey OKC team has created stability and security for our customers in an otherwise unstable economic environment. Despite the adversity many banks encountered in 2023, our Oklahoma City location experienced continued growth in both its loan portfolio, at 1.8%, and deposit portfolio, at 12.3%.

The constancy of our banking team has directly correlated to Mabrey's success in the market, a distinction from

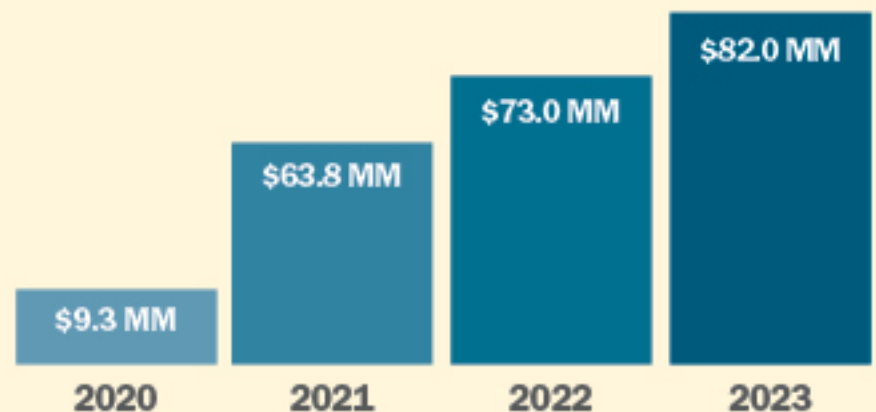
other financial institutions where personnel changes can be commonplace. Supported by a group of experienced lenders and loan assistants who have served at the location since it opened in 2020 and possess a deep knowledge of and passion for Oklahoma City, Mabrey clients can expect to see familiar faces when partnering with our team.

These faces have also become well-known across the market as our Oklahoma City team maintains a commitment to serving and volunteering in the community. Through positions on nonprofit boards, teaching financial literacy to students and donating to organizations across the Metro, our team has engrained itself into Oklahoma City, paving the way for continued success in 2024.

OKC Loan Portfolio



OKC Deposit Portfolio



“The maturity of our East Central markets and the deep relationships that our leadership has built over many years has allowed Mabrey to overcome the current economic climate. Our leadership and the teams are champions in these small towns, showcasing our strong roots.”

Mark Mabrey
East Central Oklahoma
Region President, SVP



EAST CENTRAL



▶▶ LOAN PORTFOLIO EXPANDING THROUGHOUT EAST CENTRAL MARKETS

While Mabrey Bank celebrates its official centennial this year, the Mabrey family’s history in the East Central region of Oklahoma pre-dates our bank charter, back to G.W. Mabrey serving on the Board of Citizens National Bank in Okmulgee in 1906. That lineage has come full circle as G.W.’s great-great-grandson, Mark Mabrey, was promoted to East Central OK Regional President in 2023, over our locations across Oklahoma’s rural communities.

Mabrey Bank’s loyalty to the region is reciprocated in each of our markets. The partnership of decades-long customers, who have trusted Mabrey to care for their resources, and long-tenured bankers has keyed the growth of both our loan portfolio and deposit base over the last decade. Those entrenched relationships, rooted in a shared camaraderie and passion for rural Oklahoma, intensify in challenging times.

Instead of losing customers to rate-shopping with interest rates on the rise, Mabrey Bank relied on its unique service and community-oriented approach to banking, winning over clients throughout 2023 with competitive rates and a premium level of care. A more than \$18.5 million increase in the total loan portfolio in 2023 of our East Central locations marks the largest single-year rise since 2018. Involvement in community organizations, annual donations and volunteer efforts by our team furthered that approach throughout the region.

The outlook is strong for new business in 2024. Mabrey Bank has recently launched a new recreational and agriculture lending product aimed at giving customers a level of certainty in an uncertain economy. With a fixed rate and up to 100% loan-to-value ratio, the product is one more representation of our commitment to our customers, one that has spanned generations of the Mabrey family.



Loan Portfolio growth



PRIVATE BANK



“A benefit to partnering with the Mabrey Private Bank is the luxury to consult with your personal banker knowing we have your best interests at heart. We take pride in truly listening to our clients’ needs and finding short and long-term financial solutions that instill a sense of comfort and confidence.”

Heather Van Hooser
Director of Mabrey Private Bank, EVP

Private Bank Service Standards

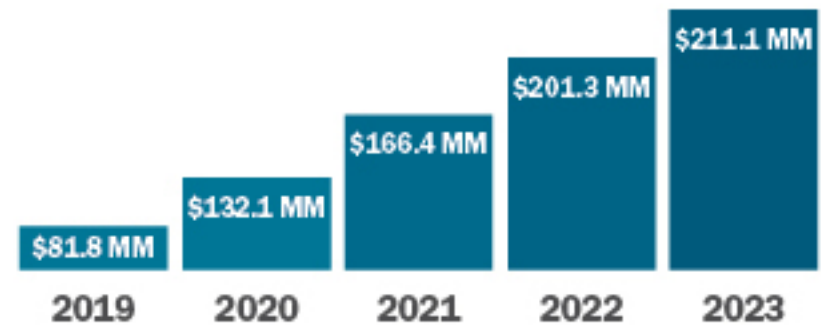
- We are always accessible and willing to do the unexpected to maintain a strong relationship
- Provide regular and consultative check-ins with experienced advisors so wealth is well-managed
- Celebrate and personalize special moments for a client
- Deliver timely and honest communication to provide quick resolutions to questions and concerns
- Offer elevated service and professionalism with customized solutions to meet each client’s unique needs

COLLABORATION A HALLMARK OF MABREY PRIVATE BANK

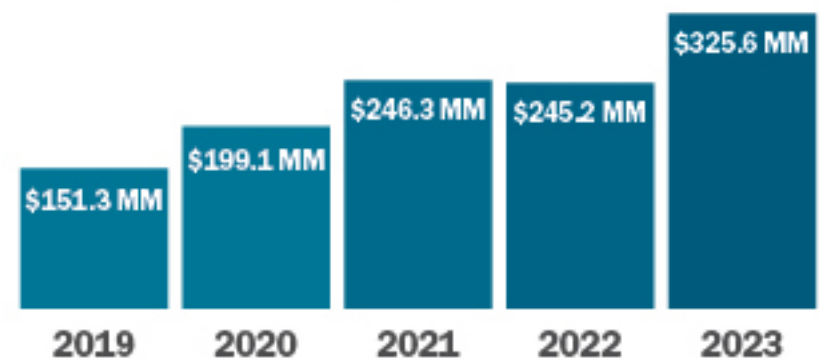
It’s no secret that a direct correlation exists between the growth of Mabrey Bank across the region and the expansion of the Mabrey Private Bank. With the addition of three Private Bankers and Assistants in 2023, Mabrey’s industry-renowned team boasts 11 consultative advisors, offering their clients an unmatched degree of service. Our Private Bank standard is fixed in excellence, as we partner with our clients to strengthen and safeguard their resources.

While our Private Bank has made its mark by closely collaborating with our clients, it is also uniting with our Healthcare and Treasury teams to provide prospects with a full suite of Mabrey Bank financial solutions for both their personal and business accounts.

Private Bank Loan Portfolio



Private Bank Deposit Portfolio





This teamwork allows potential partners to receive a personalized package backed by Mabrey's comprehensive products.

Our strategy paid big dividends for the Mabrey Private Bank in 2023 as both loans and deposits maintained their growth trajectory, despite the economic challenges the year provided. Since 2019, our Private Bank has generated a 158% increase of its loan portfolio with a 115% increase of its deposit base, driven by an impressive \$80 million of growth in 2023.

As the Mabrey Private Bank maintains its investment into our premium level of care and professionalism, we are opening an exclusive Private Bank office in South Tulsa in 2024 to better serve our clients. A distinguished new home is not only a testament to our success developing quality relationships throughout our region, but further distinguishes the Mabrey Private Bank as a destination for our clients.

HEALTHCARE

HEALTHCARE FINANCING SHOWS EARLY GROWTH IN 2023

Last year, our newly formed Healthcare Banking team grew its loan portfolio to \$35 million in our first full year with a dedicated team. The growth is not only a testament to the bank's expertise in navigating a difficult lending climate with high rates, but also in identifying and capitalizing on strategic opportunities in the healthcare sector. Through Mabrey's commitment to healthcare accessibility for all in our region, we played a pivotal role in funding the expansion of rural medical centers, land acquisitions for bolstered emergency services and medical office building for primary care providers.

Healthcare Banking also partnered closely with our Private Bank and our Treasury Services team to provide a full-service banking experience to prospects and customers in 2023. To encompass the needs of both doctors and healthcare

"With a heightened focus on specialized healthcare financing solutions, we have seen strong partnerships develop across a wide variety of medical services, from single and multi-physician medical practices to community hospitals, healthcare-occupied real estate and assisted living facilities. Mabrey's ability to combine our healthcare lending expertise with a high level of customer service provides our clients with a comprehensive and authentic experience."

John Pixley
President of Mabrey Bank

executives as well as the practices themselves, our teams cooperated on a holistic approach to operationally manage high-profile, complex account structures.

Fueled by the success of 2023, our bank will continue to focus on delivering innovative healthcare financial solutions to the region while fostering strong partnerships with clients, an outlook that should contribute to a steady trajectory in the years to come.

MORTGAGE LENDING



“Everyone in the banking and finance industry knows that the hallmark of Mabrey Bank is treating and serving our customers like family. To extend that Mabrey difference to the mortgage industry creates a unique opportunity for our customers to have peace of mind throughout the home-buying process.”

Jeff Moser
Director of Mabrey Mortgage, SVP

MORTGAGE DIVISION LAUNCHES WITH COMPREHENSIVE PRODUCTS

As Mabrey Bank continues to expand its offerings to best meet the needs of our customers, both locally and across the country, we launched a secondary Mortgage Lending division in the summer of 2023. Tapped to lead Mabrey’s expansion into the secondary mortgage industry as Director of Mabrey Mortgage was Jeff Moser, a mortgage lender based in Tulsa with over 20 years of experience. Jeff and his team capitalized on Mabrey’s resources and collaboration to obtain quick approval of all mortgage agencies and provide extensive loan products to home buyers, real estate agents and builders.

Mabrey now offers six different mortgage types to provide a loan product that is tailored to our customers’ budgets and circumstances. Our Conventional Loans are insured by Fannie Mae and Freddie Mac, and we have the ability to produce Jumbo Loans that exceed the Conventional Loan limits. We also provide government-backed loans that feature smaller down payments and lower interest rates such as FHA, VA, USDA and HUD 184 (Native American Loans). Loan originations began in the fall and, despite a high-rate environment in real estate, Mabrey has found early success.

Thanks to an easy-to-use online mortgage portal, prospective borrowers can use our calculators to estimate their mortgage payment, project their refinance savings or determine their debt-to-income ratio to see which mortgage type they qualify for. Customers can also conveniently begin their loan application digitally before our dedicated team of professionals ensures your goals are met each step of the way.

As Mabrey Mortgage looks ahead to 2024, we aim to continue building deep relationships with both consumers and businesses to meet and exceed their real estate needs. Increasing production in our local markets and expanding our Mortgage servicing team will lead to further success in the coming year as Mabrey Mortgage establishes itself as one of the top mortgage lenders in the region.

Mortgage Loan Options

CONVENTIONAL LOAN

A traditional loan that meets the requirements for government-sponsored mortgage purchasers.

JUMBO LOAN

A large mortgage loan that exceeds the limits set by the Federal Housing Finance Agency.

FHA LOAN

A government-backed mortgage loan with lenient credit, down payment and income requirements often used by first-time homebuyers.

VA LOAN

Loans backed by the government as a benefit of military service for eligible veterans and active service members.

USDA LOAN

A competitively priced mortgage loan backed by the U.S. Dept. of Agriculture for individuals living in rural areas.

HUD 184 LOAN

A government-backed loan program to provide mortgage financing for Native American tribal members.

TREASURY SERVICES



“Our team was in an advantageous position to tailor solutions to our clients’ unique situations through our world-class products. With Mabrey’s deep customer base of commercial and small businesses, we stayed incredibly competitive in 2023, bolstering our relationships with our clients while improving their bottom line.”

Laura Zigler
Director of Treasury Services, VP



TREASURY TEAM ENSURING PEACE OF MIND WITH PREFERRED PRODUCTS

As inflation remains high and businesses look to be adept and efficient with processes, time and costs, Mabrey Bank’s Treasury Services team has continued to deliver outstanding solutions to businesses in our region. From safeguarding resources and risk management to finding ways to maximize deposits and lower credit card processing fees, we are transforming the way businesses eliminate financial deficiencies and procure results.

With economic challenges on the minds of many in 2023, the Treasury team helped our clients regain peace of mind with a combination of our preferred treasury products and customized solutions. Through products such as CDARS and ICS, clients were able to secure their resources and deposit fully insured funds over the FDIC limit, all while maintaining account operations and relationships with Mabrey. In just four years, we have increased the number of businesses utilizing our treasury products by over

25%, with no bigger jump than the one made in 2023, with 54 new businesses brought into our portfolio.

With the addition of Accredited ACH Professional (AAP) credentials for members of our staff and the hiring of support roles within our team in 2023, Mabrey’s Treasury Services department is stronger than ever. We are equipped to add further value to our current clientele while promoting our savings and services to organizations not yet using Mabrey for their Treasury and Merchant needs.

Word is spreading quickly about Mabrey’s ability to partner with commercial and small businesses to address their Treasury shortfalls. Through collaboration with the Mabrey Private Bank and Healthcare Banking lines of business, Treasury plays a critical role in winning referrals and prospects—a trend that is certain to continue in 2024.



Number of Businesses We Serve

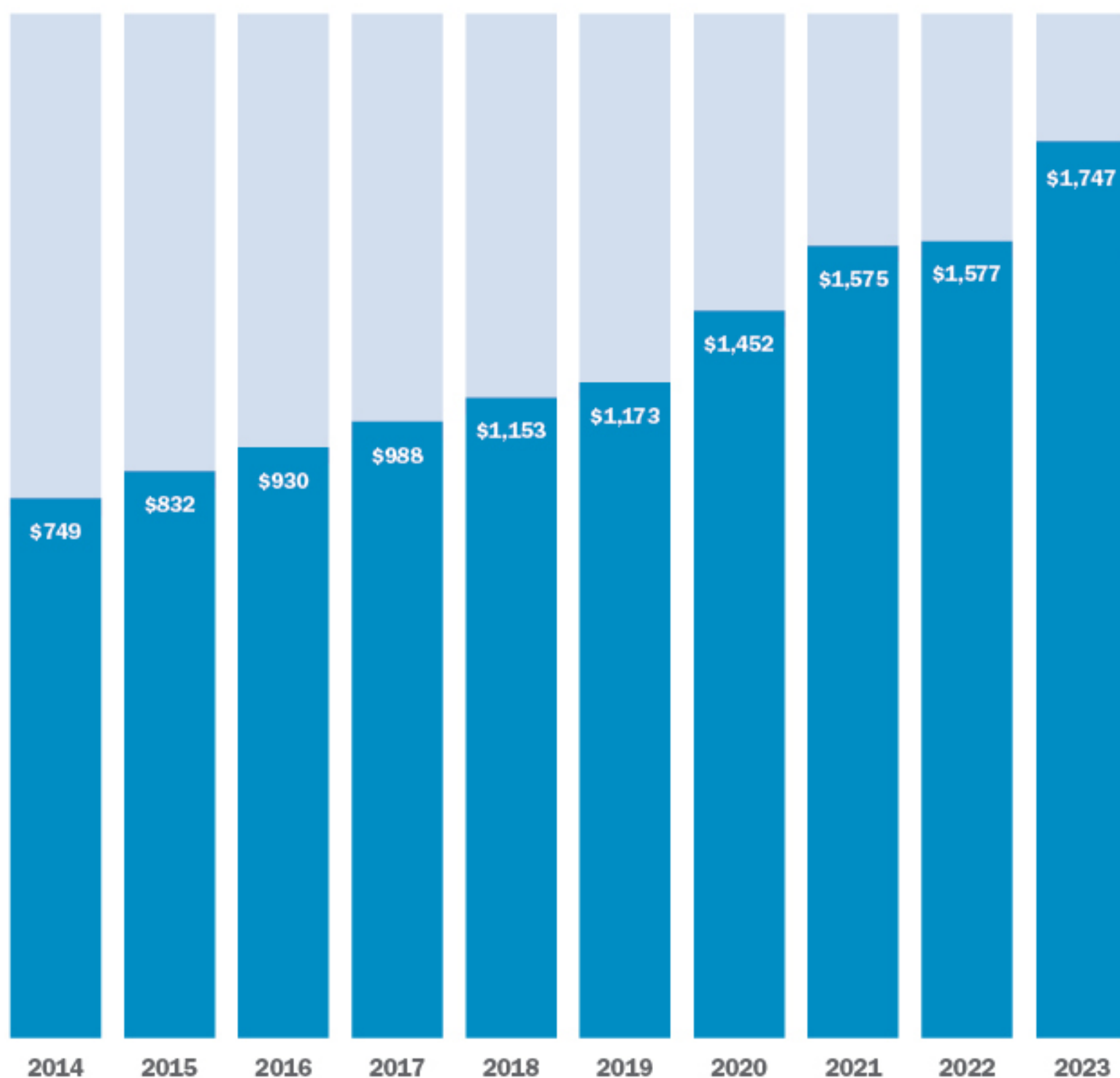


FINANCIAL HIGHLIGHTS



ASSET GROWTH

2014 THROUGH 2023 | \$ IN MILLIONS



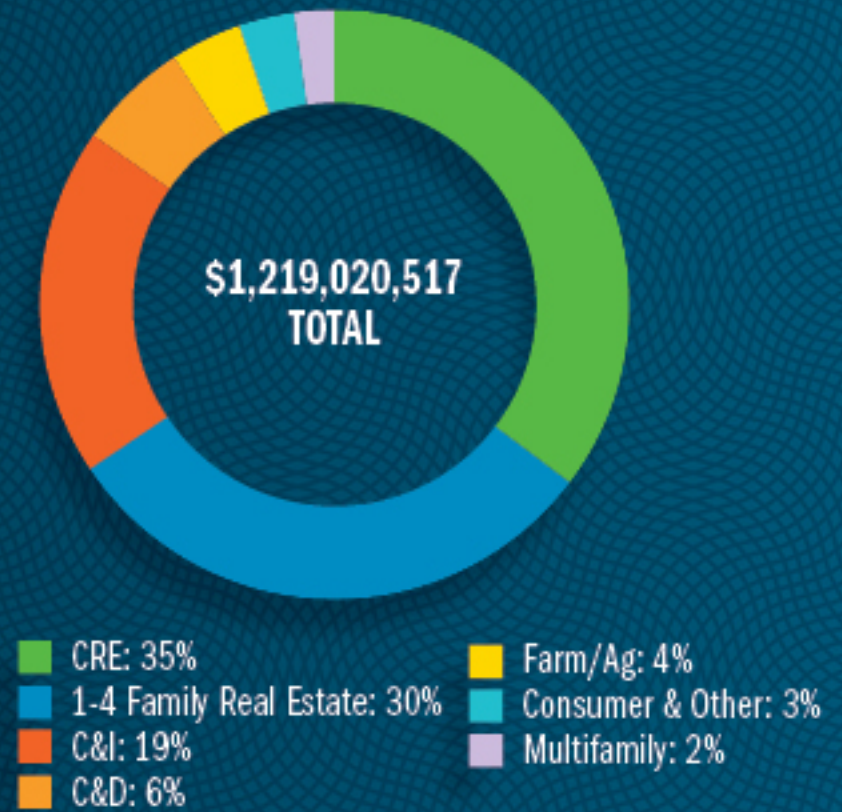
LOAN GROWTH & LENDING PROFILE

2016 THROUGH 2023 | \$ IN MILLIONS

HISTORICAL GROSS LOANS



LOAN COMPOSITION



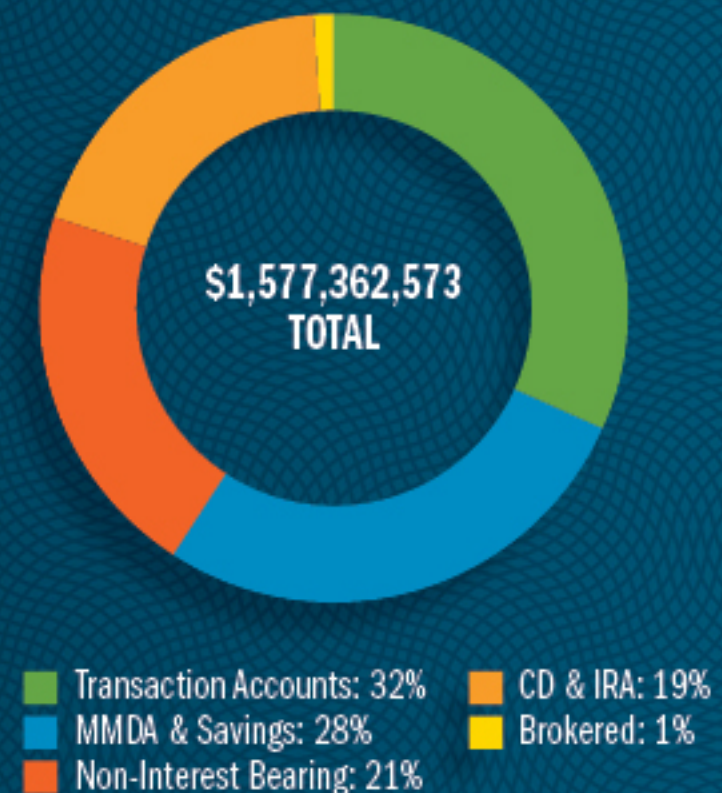
DEPOSIT GROWTH & COMPOSITION

2016 THROUGH 2023 | \$ IN MILLIONS

TOTAL DEPOSITS & LOAN-TO-DEPOSIT RATIOS



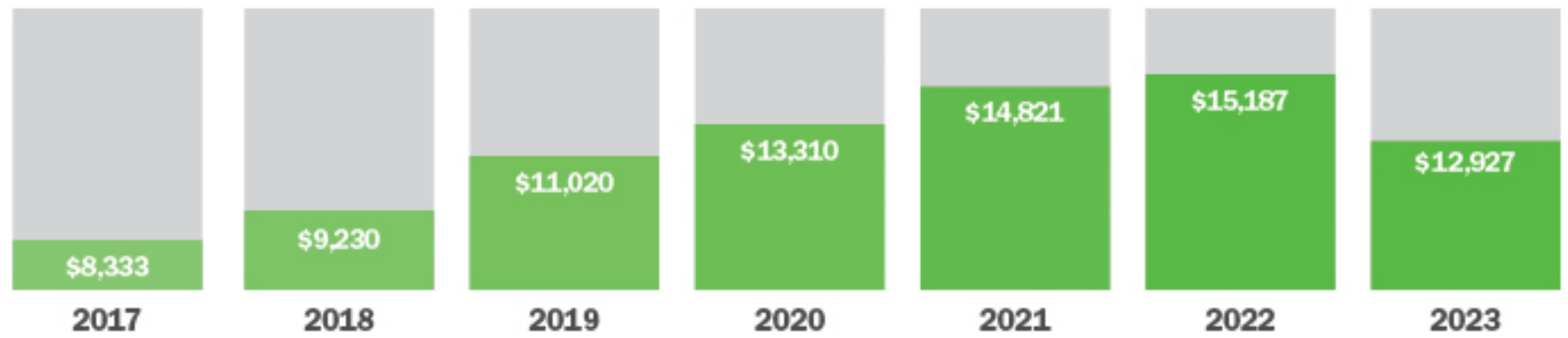
DEPOSIT COMPOSITION



FINANCIAL HIGHLIGHTS

NET INCOME

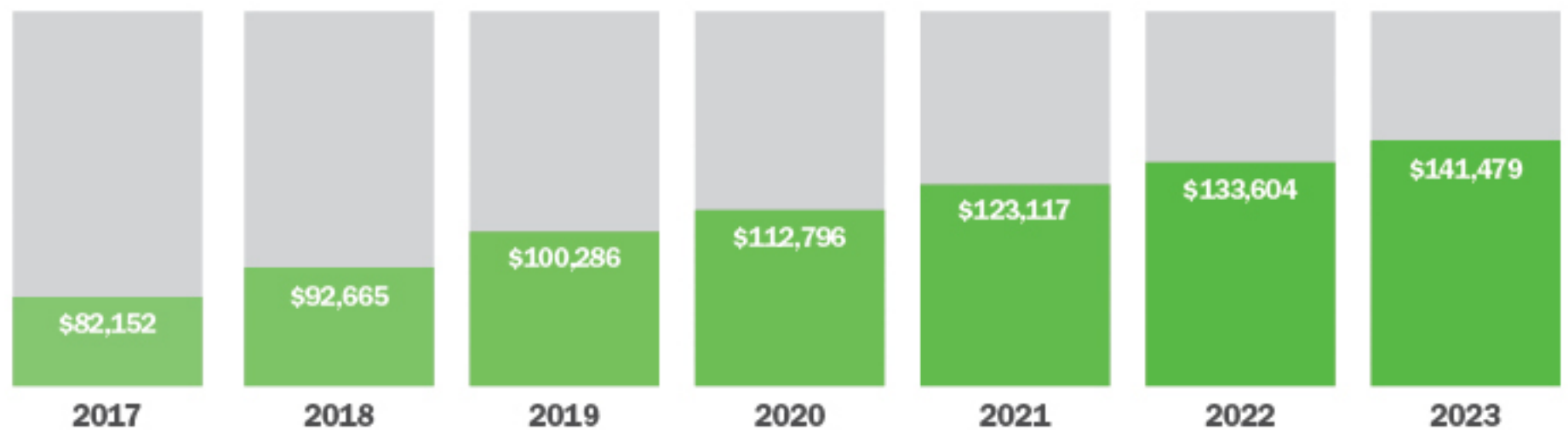
2017 THROUGH 2023 | \$ IN THOUSANDS



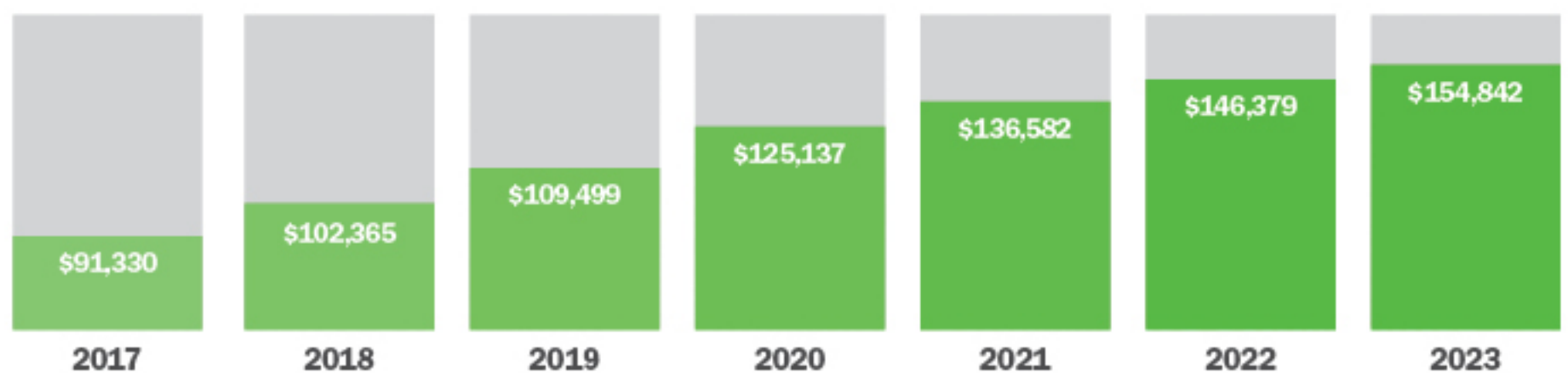
REGULATORY CAPITAL GROWTH

2017 THROUGH 2023 | \$ IN THOUSANDS

TOTAL TIER 1 CAPITAL



TOTAL RISK-BASED CAPITAL

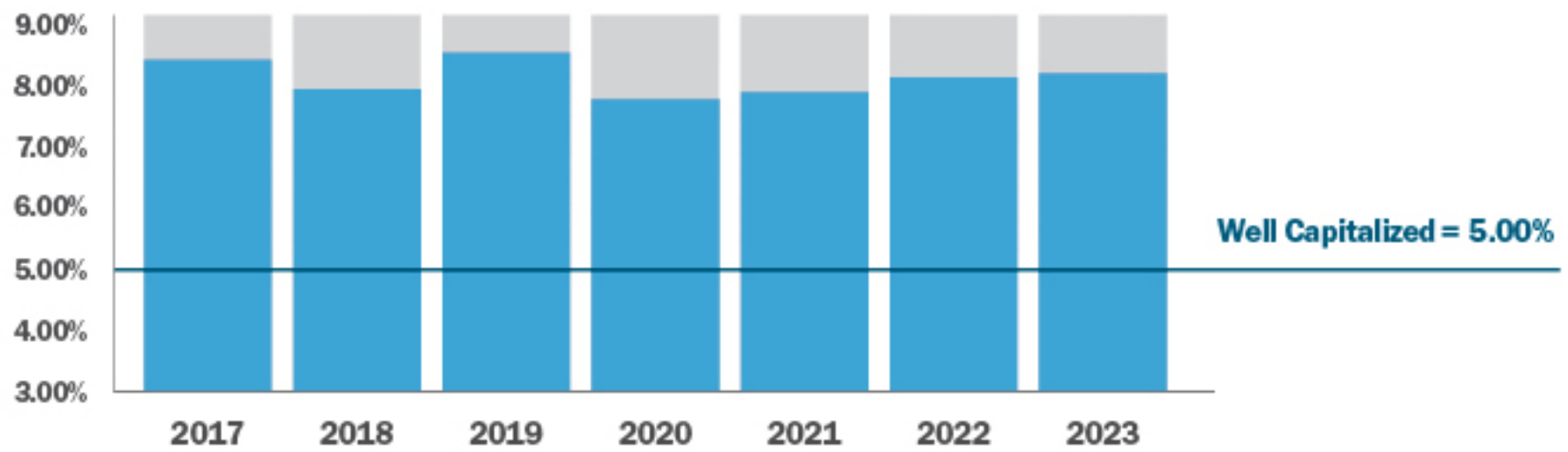


FINANCIAL HIGHLIGHTS

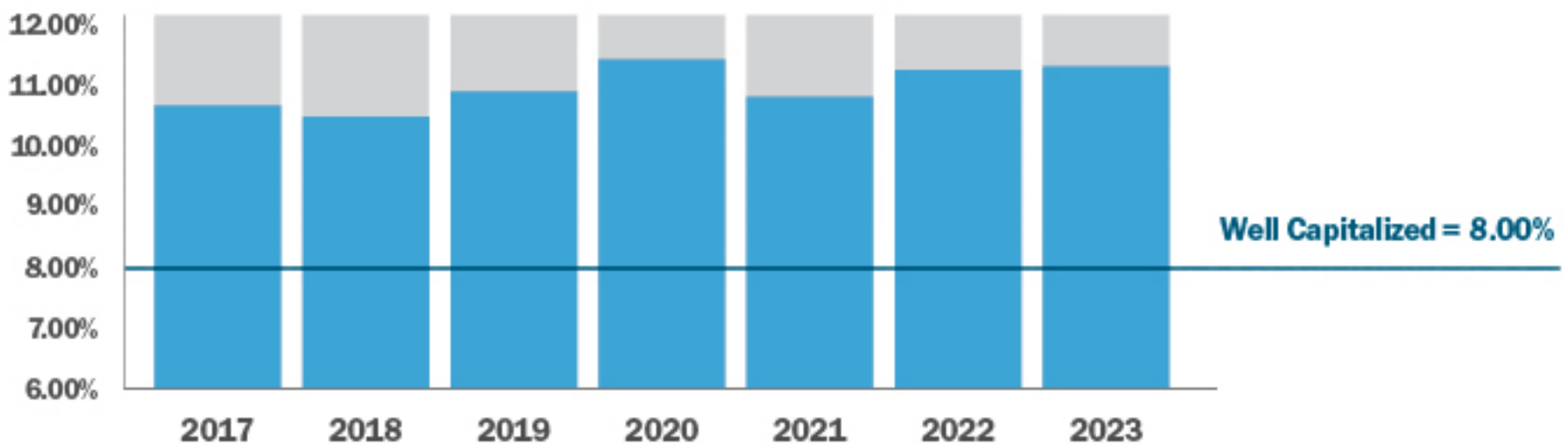
REGULATORY CAPITAL RATIOS

2017 THROUGH 2023

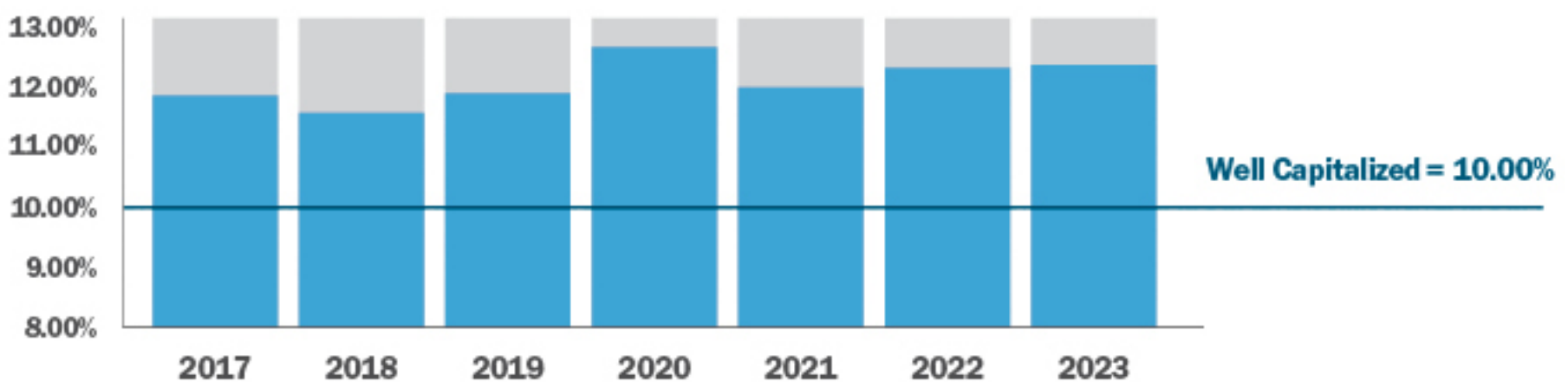
TIER 1 LEVERAGE RATIO



TIER 1 RISK-BASED CAPITAL RATIO



TOTAL RISK-BASED CAPITAL RATIO





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