

Farmers & Merchants Bancorp, Inc. Reports Record 2022 Second-Quarter and Year-to-Date Financial Results

July 21, 2022

ARCHBOLD, Ohio, July 21, 2022 (GLOBE NEWSWIRE) -- Farmers & Merchants Bancorp, Inc. (Nasdaq: FMAO) today reported financial results for the 2022 second guarter and year-to-date June 30, 2022.

2022 Second Quarter Financial and Operating Highlights (on a year-over-year basis unless noted):

- Net income increased 66.0% to a quarterly record of \$8.3 million, from \$5.0 million
- Earnings increased 43.2% to \$0.63 per basic and diluted share, from \$0.44 per basic and diluted share
- Average shares outstanding increased 16.8% as a result of the Perpetual Federal Savings Bank Acquisition
- Efficiency rate improved to 50.17%
- Organic loan growth of 19.9%, excluding PPP loans and loan balances at time of acquisitions
- Total loans were a record of \$2.035 billion and increased 9.6% from \$1.857 billion at December 31, 2021
- Total assets increased 23.4% to \$2.675 billion
- Deposits increased 20.0% to \$2.224 billion
- Strong asset quality continues as nonperforming loans declined 25.4% to \$5.2 million, or 0.26% of total loans
- Net charge-offs to average loans were 0.00%, the fifth consecutive quarter at or below 0.00%
- Return on average equity, increased to 11.66% from 8.00%
- Return on average tangible equity, based on regulatory calculations, increased to 14.72% from 10.26% on a year-over-year basis

Lars B. Eller, President and Chief Executive Officer, stated, "Our record second quarter financial and operating performance reflects the benefits of our organic and acquisition growth strategies, excellent asset quality, and focus on controlling expenses and driving efficiencies. The growth we are experiencing across our Ohio, Indiana and Michigan markets is encouraging, which we believe is a result of our desire to help our retail, commercial and agricultural customers realize their best lives. Loans increased organically by \$237.1 million, or 19.9% on a year-over-year basis and are up 9.6% from December 31, 2021."

Mr. Eller continued, "In April 2022, we formally honored F&M's 125 th anniversary, which included activities that recognized the efforts and support of our communities, customers, employees, and shareholders. We are looking forward to building a sustainable business for the next 125 years by investing in our team, innovating our organization, providing our local communities with best-in-class service, and expanding our franchise to new markets. In June 2022, we restructured our leadership team, and added new capabilities and functions that will help us manage and lead a larger organization. We also continue to pursue opportunities for de novo growth. Expansion plans underway include new full-service offices that are expected to open over the next 12 months in Fort Wayne, Indiana, and Toledo, Ohio as well as an office relocation in Auburn, Indiana."

Income Statement

Net income for the 2022 second quarter ended June 30, 2022, was \$8.3 million, compared to \$5.0 million for the same period last year. Net income per basic and diluted share for the 2022 second quarter was \$0.63, compared to \$0.44 for the same period last year. Net income for the 2022 first half ended June 30, 2022, was \$16.4 million, compared to \$9.9 million for the same period last year. Net income per basic and diluted share for the 2022 first half was \$1.25, compared to \$0.88 for the same period last year.

Profitability is benefitting from F&M's larger scale, strong asset quality, and prudent expense management. The Company's efficiency ratio improved to 50.17% during the 2022 second quarter. Strong profitability also drove higher returns, and ROAA, ROAE, and ROATCE all expanded on a year-over-year basis.

Deposits

At June 30, 2022, total deposits were \$2.22 billion, an increase of 20.0% from June 30, 2021, and an increase of 1.4% from December 31, 2021. F&M continues to see growing customer preferences to more stable and secure saving instruments as deposits have increased since the COVID-19 crisis began. The Company's cost of interest-bearing liabilities was 0.45% for the quarter ended June 30, 2022, compared to 0.44% for the quarter ended June 30, 2021, and 0.51% for the quarter ended December 31, 2021.

Loan Portfolio and Asset Quality

Total loans, net at June 30, 2022, increased 39.5%, or by \$576.4 million to \$2.03 billion, compared to \$1.46 billion at June 30, 2021, and up from \$1.84 billion at December 31, 2021. The year-over-year improvement resulted primarily from the contribution of continued organic loan growth and the completion of both the Perpetual Federal Savings Bank, Inc. and Ossian Financial Services, Inc. acquisitions.

Loans increased 19.9% organically from the same period a year ago when not including the Perpetual acquisition, and the impact of PPP loans. During the 2022 second quarter, the Company processed \$455,000 of PPP loan forgiveness and principal payments received. At June 30, 2022, there were only \$8,000 of PPP loans within F&M's loan portfolio.

F&M continues to closely monitor its loan portfolio with a particular emphasis on higher risk sectors. Nonperforming loans were \$5.2 million, or 0.26% of total loans at June 30, 2022, compared to \$7.0 million, or 0.48% at June 30, 2021. Due to loan growth, F&M continues to prudently fund its allowance for loan and lease losses which has increased 22.1% on a year-over-year basis. At June 30, 2022, the Company's allowance for loan and

lease losses to nonperforming loans was 351.44%, compared to 214.58% at June 30, 2021.

Mr. Eller concluded, "While economic uncertainty has increased throughout 2022, we are committed to pursuing our long-term strategic growth initiatives, helping our customers and communities, and returning additional capital to our shareholders. We are also focused on successfully closing and integrating the Peoples-Sidney Financial Corporation acquisition, which will add \$132.7 million in total assets to F&M and expand F&M's community banking franchise into compelling markets throughout Shelby County Ohio. As a result, we believe 2022 will be another record year of earnings and growth for F&M."

Stockholders' Equity and Dividends

Total stockholders' equity increased 12.1% to \$280.9 million at June 30, 2022, from \$250.6 million at June 30, 2021. At June 30, 2022, the Company had a Tier 1 leverage ratio of 11.1%, compared to 8.78% at June 30, 2021.

Tangible stockholders' equity on a regulatory basis increased to \$227.7 million at June 30, 2022, compared to \$189.6 million at June 30, 2021. On a per share basis, tangible stockholders' equity at June 30, 2022, was \$17.43 per share, compared to \$16.94 per share at June 30, 2021.

For the six months ended June 30, 2022, the Company has declared cash dividends of \$0.3925 per share, which is a 15.4% increase over the 2021 six-month declared dividend payment. Dividends declared for the 2022 six months included a special one-time cash dividend of \$0.0125 to honor F&M's 125th anniversary. F&M is committed to returning capital to shareholders and has increased the annual cash dividend for over 27 consecutive years. For the six months ended June 30, 2022, the dividend payout ratio was 30.08% compared to 38.18% for the same period last year.

About Farmers & Merchants State Bank:

The Farmers & Merchants State Bank is a local independent community bank that has been serving Northwest Ohio and Northeast Indiana since 1897. The Farmers & Merchants State Bank provides commercial banking, retail banking and other financial services. Our locations are in Champaign, Fulton, Defiance, Hancock, Henry, Lucas, Williams, and Wood counties in Western Ohio. In Northeast Indiana, we have offices located in Adams, Allen, DeKalb, Jay, Steuben and Wells counties, and we have Loan Production Offices in West Bloomfield, Michigan; Muncie, Indiana; and Bryan and Oxford, Ohio.

Safe Harbor Statement

Farmers & Merchants Bancorp, Inc. ("F&M") wishes to take advantage of the Safe Harbor provisions included in the Private Securities Litigation Reform Act of 1995. Statements by F&M, including management's expectations and comments, may not be based on historical facts and are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21B of the Securities Exchange Act of 1934, as amended. Actual results could vary materially depending on risks and uncertainties inherent in general and local banking conditions, competitive factors specific to markets in which F&M and its subsidiaries operate, future interest rate levels, legislative and regulatory decisions, capital market conditions, or the effects of the COVID-19 pandemic, and its impacts on our credit quality and business operations, as well as its impact on general economic and financial market conditions. F&M assumes no responsibility to update this information. For more details, please refer to F&M's SEC filing, including its most recent Annual Report on Form 10-K and quarterly reports on Form 10-Q. Such filings can be viewed at the SEC's website, www.sec.gov or through F&M's website www.fm.bank.

Non-GAAP Financial Measures

This press release includes disclosure of financial measures not prepared in accordance with generally accepted accounting principles in the United States (GAAP). A non-GAAP financial measure is a numerical measure of historical or future financial performance, financial position or cash flows that excludes or includes amounts that are required to be disclosed by GAAP. Farmers & Merchants Bancorp, Inc. believes that these non-GAAP financial measures provide both management and investors a more complete understanding of the underlying operational results and trends and Farmers & Merchants Bancorp, Inc.'s marketplace performance. The presentation of this additional information is not meant to be considered in isolation or as a substitute for the numbers prepared in accordance with GAAP. A reconciliation of GAAP to non-GAAP financial measures is included within this press release.

FARMERS & MERCHANTS BANCORP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME & COMPREHENSIVE INCOME

(Unaudited) (in thousands of dollars, except per share data)

	Three Months Ended											Six Months Ended			
	J	une 30, 2022	N	larch 31, 2022	Dec	cember 31, 2021	Sep	tember 30, 2021		ne 30, 2021		June 30, 2022		June 30, 2021	
Interest Income															
Loans, including fees	\$	22,388	\$	20,455	\$	21,008	\$	18,766	\$	16,259	\$	42,843	\$	31,871	
Debt securities:															
U.S. Treasury and															
government agencies		1,035		1,023		964		924		857		2,058		1,608	
Municipalities		322		300		289		284		289		622		597	
Dividends		57		42		49		44		31		99		81	
Federal funds sold		9		10		10		10		6		19		11	
Other.		100		69		103		94		88		169		127	
Total interest income		23,911		21,899		22,423		20,122		17,530		45,810		34,295	
Interest Expense															
Deposits		1,379		1,360		1,581		1,221		1,276		2,739		2,616	
Federal funds purchased															
and securities sold under															
agreements to repurchase		166		152		155		165		163		318		329	
Borrowed funds		218		335		361		87		115		553		337	

Subordinated notes	284	269	291	199		553	
Total interest expense	2,047	2,116	2,388	1,672	1,554	4,163	3,282
Net Interest Income - Before							
Provision for Loan Losses	21,864	19,783	20,035	18,450	15,976	41,647	31,013
Provision for Loan Losses	1,628	580	444	659	641	2,208	2,341
Net Interest Income After							
Provision For Loan Losses	20,236	19,203	19,591	17,791	15,335	39,439	28,672
Noninterest Income							
Customer service fees	2,148	2,648	2,417	2,242	2,198	4,796	5,012
Other service charges and	4 000	000	4 000	4.040	074	0.000	4 740
fees	1,008	998	1,026	1,010	874	2,006	1,712
Net gain on sale of loans	164	697	1,074	822	955	861	2,001
Net gain on sale of available-for-sale securities	-	-	<u>-</u>	-	-	<u>-</u>	293
Total noninterest income	3,320	4,343	4,517	4,074	4,027	7,663	9,018
Noninterest Expense	0,020	.,0 .0	.,	.,0.	.,02.	.,000	0,0.0
Salaries and wages	5,366	5,502	5,761	5,442	4,591	10,868	8,981
Employee benefits	1,546	2,054	1,792	1,621	1,915	3,600	3,909
Net occupancy expense	522	598	532	529	546	1,120	1,123
Furniture and equipment	1,008	1,056	782	903	848	2,064	1,639
Data processing	654	604	1,020	1,548	428	1,258	933
Franchise taxes	757	418	361	372	294	1,175	740
ATM expense	544	532	478	460	459	1,076	908
Advertising	300	237	431	439	331	537	566
Net (gain) loss on sale of							
other assets owned	(266)	(5)	13	219	227	(271)	202
FDIC assessment	270	114	265	296	276	384	512
Mortgage servicing rights							
amortization	59	26	266	285	524	85	1,029
Consulting fees	233	178	761	256	394	411	617
Other general and							
administrative	2,242	2,179	1,964	1,951	2,227	4,421	4,260
Total noninterest	13,235	13,493	14,426	14,321	13,060	26,728	25,419
expense Income Before Income	13,233	13,493	14,420	14,321	13,000	20,720	23,419
Taxes	10,321	10,053	9,682	7,544	6,302	20,374	12,271
Income Taxes	2,050	1,951	1,999	1,624	1,319	4,001	2,379
Net Income	8,271	8,102	7,683	5,920	4,983	16,373	9,892
Other Comprehensive	0,211	0,102	7,000	3,320	4,505	10,575	5,032
Income (Loss) (Net of Tax): Net unrealized gain (loss)							
on available-for-sale							
securities	(14,602)	(20,939)	(5,170)	173	786	(35,541)	(5,951)
Reclassification							
adjustment for realized							
gain on sale of available-							(222)
for-sale securities							(293)
Net unrealized gain (loss)							
on available-for-sale securities	(14 602)	(20,939)	(5.170)	173	786	(35,541)	(6.244)
	(14,602)		(5,170)			, ,	(6,244)
Tax expense (benefit)	(3,067)	(4,397)	(1,085)	36	165	(7,464)	(1,311)
Other comprehensive income (loss)	(11,535)	(16,542)	(4,085)	137	621	(28,077)	(4,933)
Comprehensive Income	(11,000)	(10,072)	(4,000)	107	- 021	(20,011)	(1,555)
(Loss)	\$ (3,264)	\$ (8,440)	\$ 3,598	\$ 6,057	\$ 5,604	\$ (11,704)	\$ 4,959
Basic and Diluted Earnings							
Per Share	\$ 0.63	\$ 0.62	\$ 0.59	\$ 0.53	\$ 0.44	\$ 1.25	\$ 0.88
Dividends Declared	\$ 0.2025	\$ 0.1900	\$ 0.1900	\$ 0.1800	\$ 0.1700	\$ 0.3925	\$ 0.3400

		June 30, 2022		March 31, 2022	D	ecember 31, 2021	Se	eptember 30, 2021		June 30, 2021
	(Unaudited)	(Unaudited)			(Unaudited)	((Unaudited)
Assets										
Cash and due from banks	\$	69,955	\$	94,118	\$	135,485	\$	112,875	\$	93,636
Federal funds sold		1,484		45,404		45,338		45,203		57,483
Total cash and cash equivalents		71,439		139,522		180,823		158,078		151,119
Interest-bearing time deposits		6,684		8,677		10,913		14,622		18,597
Securities - available-for-sale		399,687		413,996		429,931		426,717		407,500
Other securities, at cost		8,735		8,568		8,162		4,905		6,419
Loans held for sale		4,230		6,060		7,714		3,735		8,041
Loans, net		2,016,394		1,945,449		1,841,177		1,479,864		1,443,336
Premises and equipment		26,492		26,653		26,913		26,476		26,915
Goodwill		80,434		80,434		80,434		55,214		56,066
Mortgage servicing rights		3,426		3,336		3,157		3,097		3,146
Other real estate owned		-		-		159		167		198
Bank owned life insurance		27,874		27,715		27,558		27,397		27,218
Other assets		29,321		25,735		21,359		18,711		18,310
Total Assets	\$	2,674,716	\$	2,686,145	\$	2,638,300	\$	2,218,983	\$	2,166,865
Liabilities and Stockholders' Equity										
Liabilities										
Deposits										
Noninterest-bearing	\$	503,395	\$	497,249	\$	473,689	\$	438,076	\$	443,863
Interest-bearing	·	•	·	•	·	,	·	•	·	•
NOW accounts		678,552		681,975		650,466		646,237		652,078
Savings		617,850		626,787		597,828		529,532		501,687
Time		424,249		447,586		471,479		252,383		256,445
Total deposits		2,224,046		2,253,597		2,193,462		1,866,228		1,854,073
Federal funds purchased and										
securities sold under agreements to repurchase		71,944		31,680		29,268		29,601		29,882
Federal Home Loan Bank (FHLB) advances		42,635		22,656		24,065		17,868		17,868
Other borrowings		-		40,000		40,000		-		-
Subordinated notes, net of unamortized issuance costs		34,528		34,499		34,471		34,441		-
Dividend payable		2,626		2,462		2,461		2,002		1,888
Accrued expenses and other liabilities		18,064		14,773		17,406		14,097		12,569
Total liabilities		2,393,843		2,399,667		2,341,133		1,964,237		1,916,280
Commitments and Contingencies										
Stockholders' Equity										
Common stock - No par value 20,000,000 shares author	ized	; issued and								
outstanding 14,063,999 shares 6/30/22 and 12/31/21		123,145		122,886		122,674		81,382		82,259
Treasury stock - 998,174 shares 6/30/22, 997,766 shares 12/31/21		(11,822)		(11,739)		(11,724)		(11,718)		(12,172)
Retained earnings		200,811		195,057		189,401		184,181		179,734
Accumulated other comprehensive income (loss)		(31,261)		(19,726)		(3,184)		901		764
Total stockholders' equity		280,873		286,478		297,167		254,746		250,585
Total Liabilities and Stockholders' Equity	\$	2,674,716	\$	2,686,145	\$	2,638,300	\$	2,218,983	\$	2,166,865

FARMERS & MERCHANTS BANCORP, INC. AND SUBSIDIARIES SELECT FINANCIAL DATA

For the Three Months Ended For the Six Months Ended

Selected financial data		June 30, 2022		March 31, 2022	De	ecember 31, 2021	Se	eptember 30, 2021		June 30, 2021	June 30, 2022	June 30, 2021
Return on average assets		1.23%	_	1.21%		1.17%		1.12%	_	0.90%	1.22%	0.98%
Return on average equity		11.66%		11.00%		10.94%		9.32%		8.00%	11.32%	7.94%
Yield on earning assets		3.47%		3.47%		3.59%		3.85%		3.53%	3.79%	3.61%
Cost of interest bearing												
liabilities		0.45%		0.45%		0.51%		0.45%		0.44%	0.44%	0.48%
Net interest spread		3.02%		3.02%		3.08%		3.40%		3.09%	3.35%	3.13%
Net interest margin		3.14%		3.14%		3.21%	3.53%			3.21%	3.47%	3.27%
Efficiency		50.17%		55.44%		58.76%		63.50%		64.98%	57.90%	63.72%
Dividend payout ratio		30.02%		30.64%		32.03%		33.81%		37.89%	30.08%	38.18%
Tangible book value per share												
(1)	\$	17.43	\$	16.96	\$	16.49	\$	17.33	\$	16.94		
Tier 1 capital to average assets		8.75%		8.51%		8.47%		9.45%		8.78%		
Average Shares Outstanding	1	3,065,975		13,066,272	1	3,046,299		11,209,732		11,191,043	13,066,123	11,194,011
		luna 20		March 21	Da	aambar 21	c.	September 30,		luna 20		
Loans		June 30, 2022		March 31, 2022	December 31, 3 2021		36	2021		June 30, 2021		
(Dollar amounts in thousands)	_	2022	_	2022	_	2021	_	2021	_	2021		
Commercial real estate	\$	979,176	\$	910,839	\$	848,477	\$	728,852	\$	691,122		
Agricultural real estate	Φ	199,972	Φ	196,223	Ф	198,343	Φ	179,374	Ф	189,742		
Consumer real estate		410,450		410,120		395,873		202,454		194,715		
Commercial and industrial		232,975		216,918		208,270		202,454 194,767		216,609		
Agricultural		127,143		140,709		118,368		105,580		100,756		
Consumer		55,411		57,521		57,737		55,521		56,427		
Other		31,243		31,573		32,089	31,096 13,549					
Less: Net deferred loan		31,243		31,373		32,009		31,090		13,549		
fees and costs	_	(1,552)		(1,683)	_	(1,738)	_	(2,082)	_	(4,497)		
Total loans,net	\$_	2,034,818	\$	1,962,220	\$_	1,857,419	\$_	1,495,562	\$	1,458,423		
	_				_		_		-			
		June 30,		March 31,	De	ecember 31,	Se	eptember 30,		June 30,		
Asset quality data		2022	_	2022		2021		2021	_	2021		
(Dollar amounts in thousands)												
Nonaccrual loans	\$	5,247	\$	8,581	\$	8,076	\$	6,248	\$	7,031		
Troubled debt restructuring	\$	2,748	\$	7,268	\$	7,614	\$	6,035	\$	5,492		
90 day past due and accruing	\$		\$	<u>-</u>	\$	-	\$	-	\$	<u>-</u>		
Nonperforming loans	\$	5,247	\$	8,581	\$	8,076	\$	6,248	\$	7,031		
Other real estate owned	\$	-	\$	-	\$	159	\$	167	\$	198		
Nonperforming assets	\$	5,247	\$	8,581	\$	8,235	\$	6,415	\$	7,229		
(Dollar amounts in thousands)												
Allowance for loan and lease												
losses	\$	18,424	\$	16,771	\$	16,242	\$	15,698	\$	15,087		
Allowance for loan and lease												
losses/total loans		0.91%		0.85%		0.87%		1.05%		1.03%		
Net charge-offs:												
Quarter-to-date	\$	(25)	\$	51	\$	(101)	\$	48	\$	(21)		
Year-to-date	\$	26	\$	51	\$	874	\$	974	\$	926		
Net charge-offs to average loans												
Quarter-to-date		0.00%		0.00%		-0.01%		0.00%		0.00%		
Year-to-date		0.00%		0.00%		0.06%		0.07%		0.07%		
Nonperforming loans/total												
loans		0.26%		0.44%		0.43%		0.42%		0.48%		
Allowance for loan and lease												
losses/nonperforming loans		351.44%		198.29%		201.11%		251.26%		214.58%		

⁽¹⁾ Tangible Equity = Stockholder Equity less goodwill and other intangibles (core deposit intangible, mortgage servicing rights and unrealized gain/loss on securities)

AVERAGE BALANCE SHEETS AND RELATED YIELDS AND RATES

(in thousands of dollars, except percentages)

	 For	the Th	ree Months E	nded	For the Three Months Ended							
		Ju	ne 30, 2022									
Interest Earning Assets:	 Average Balance	Intere	est/Dividends	Annualized Yield/Rate		Average Balance	Intere	st/Dividends	Annualized Yield/Rate			
Loans	\$ 1,999,357	\$	22,388	4.48%	\$	1,419,531	\$	16,259	4.58%			
Taxable investment securities	422,482		1,344	1.27%		367,249		1,100	1.20%			
Tax-exempt investment securities	21,649		70	1.64%		17,497		77	2.23%			
Fed funds sold & other	81,091		109	0.54%		187,583		94	0.20%			
Total Interest Earning Assets	2,524,579	\$	23,911	3.79%		1,991,860	\$	17,530	3.53%			
Nonearning Assets	 161,031					228,036						
Total Assets	\$ 2,685,610				\$	2,219,896						
Interest Bearing Liabilities:												
Savings deposits	\$ 1,312,444	\$	777	0.24%	\$	1,123,157	\$	566	0.20%			
Other time deposits	435,091		602	0.55%		250,277		710	1.13%			
Other borrowed money	39,172		218	2.23%		17,859		115	2.58%			
Fed funds purchased & securities												
sold under agreement to repurch.	35,260		166	1.88%		29,980		163	2.17%			
Subordinated notes	34,509		284	3.29%		<u>-</u>		<u>-</u>	0.00%			
Total Interest Bearing Liabilities	\$ 1,856,476	\$	2,047	0.44%	\$	1,421,273	\$	1,554	0.44%			
Noninterest Bearing Liabilities	545,439					549,610						
Stockholders' Equity	\$ 283,695				\$	249,013						
Net Interest Income and Interest Rate Spread		\$	21,864	3.35%			\$	15,976	3.09%			
Net Interest Margin			_	3.47%				_	3.21%			

Yields on Tax exempt securities and the portion of the tax-exempt IDB loans included in loans have been tax adjusted based on a 21% tax rate in the charts

	 Fo	r the	Six Months End	led	For the Six Months Ended								
		J	une 30, 2022			June 30, 2021							
Interest Earning Assets:	Average Balance	Inter	rest/Dividends	Annualized Yield/Rate		Average Balance	Inter	est/Dividends	Annualized Yield/Rate				
Loans	\$ 1,953,671	\$	42,843	4.39%	\$	1,374,302	\$	31,871	4.64%				
Taxable investment securities	426,189		2,639	1.24%		345,893		2,109	1.22%				
Tax-exempt investment securities	20,119		140	1.76%		18,936		177	2.37%				
Fed funds sold & other	 124,050		188	0.30%		162,646		138	0.17%				
Total Interest Earning Assets	2,524,029	\$	45,810	3.63%		1,901,777	\$	34,295	3.61%				
Nonearning Assets	 162,949					126,533							
Total Assets	\$ 2,686,978				\$	2,028,310							
Interest Bearing Liabilities:													
Savings deposits	\$ 1,302,005	\$	1,365	0.21%	\$	1,069,179	\$	1,140	0.21%				
Other time deposits	447,471		1,374	0.61%		246,155		1,476	1.20%				
Other borrowed money	51,180		553	2.16%		17,854		337	3.78%				
Fed funds purchased & securities													
sold under agreement to repurch.	32,182		318	1.98%		30,095		329	2.19%				

Subordinated notes		34,495	 553	3.12%		-	<u>-</u>	0.00%
Total Interest Bearing Liabilities	\$	1,867,333	\$ 4,163	0.44%	\$	1,363,283	\$ 3,282	0.48%
Noninterest Bearing Liabilities		530,478				415,722		
Stockholders' Equity	\$	289,167			\$	249,305		
Otoekholders Equity	Ě				Ě			
Net Interest Income and Interest								
Rate Spread			\$ 41,647	3.19%			\$ 31,013	3.13%
				0.000/				0.070/
Net Interest Margin				3.30%				3.27%

Yields on Tax exempt securities and the portion of the tax-exempt IDB loans included in loans have been tax adjusted based on a 21% tax rate in the charts

FARMERS & MERCHANTS BANCORP, INC. AND SUBSIDIARIES NON-GAAP RECONCILIATION OF TANGIBLE BOOK VALUE

Non-GAAP Reconciliation of Tangible Book Value		Actual Er Year	id of F to Dat		Regulatory End of Period Year to Date				
	J	une 30, 2022	J	une 30, 2021	 June 30, 2022		une 30, 2021		
Shares Outstanding		13,065,825		11,189,052	13,065,825		11,189,052		
Tangible Equity									
Equity	\$	280,872	\$	250,585	\$ 280,872	\$	250,585		
Goodwill		80,434		56,066	80,434		56,066		
Other Intangible		3,974		4,200	3,974		4,200		
Comprehensive Adjustment*		-		-	31,261		(764)		
Tangible Equity	\$	196,464	\$	190,319	\$ 227,725	\$	189,555		
Shares Outstanding		13,066		11,189	13,066		11,189		
Tangible Book Equity per Share	\$	15.04	\$	17.01	\$ 17.43	\$	16.94		
		Actual			Regulato		-		
			to Dat			to Dat			
	J	une 30, 2022		une 30, 2021	 June 30, 2022	<u>J</u>	une 30, 2021		
Net Income	\$	16,373	\$	9,892	\$ 16,373	\$	9,892		
Acquisition Costs - Tax Adjusted		115		982	115		982		
Average Shares Outstanding		13,066,123		11,194,011	13,066,123		11,194,011		
Average Tangible Equity									
Average Equity	\$	289,167	\$	249,305	\$ 289,167	\$	249,305		
Average Goodwill		80,434		50,191	80,434		50,191		
Average Other Intangible		4,235		3,764	4,235		3,764		
Average Comprehensive Adjustment*		-		-	16,893		(2,548)		
Average Tangible Equity	\$	204,498	\$	195,350	\$ 221,391	\$	192,803		
Average Shares Outstanding		13,066		11,194	13,066		11,194		
Average Tangible Book Equity per Share	\$	15.65	\$	17.45	\$ 16.94	\$	17.22		
Return on Average Tangible Equity		16.01%		10.13%	14.79%	10.26%			
Return on Average Tangible Equity w/o Acquisition		16.12%		11.13%	14.89%	,	11.28%		

^{*}The Bank has adopted the Accumulated Other Comprehensive Income (AOCI) opt out election which removed AOCI from the calculation of tangible equity for regulatory purposes.

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