



COMMUNITY BANCORP OF SANTA MARIA

January 20, 2025

To Our Valued Shareholders,

We are pleased to share with you the following 2024 year-end financial highlights.

	<u>December 31, 2024</u>	<u>December 31, 2023</u>	<u>Percentage Change</u>
Net Income	\$ 3,323,000	\$ 3,926,000	-15.4%
Net Loans	\$253,190,000	\$236,191,000	+7.2%
Total Deposits	\$366,038,000	\$355,926,000	+2.8%
Total Assets	\$405,647,000	\$391,821,000	+3.5%

We are pleased with our growth in loans and deposits in 2024. The balance sheet remains steadfast with strong core deposits, no borrowings, and excellent credit quality in our loan portfolio. Net income was impacted by a challenging environment of rising interest expense costs and inflationary pressures on non-interest expense. Basic Earnings Per Share declined from \$1.81 in 2023 to \$1.54 in 2024. Book value per share increased from \$13.37 at December 31, 2023 to \$14.85 on December 31, 2024.

While year-to-date Net Income was down, fourth quarter earnings increased 18.6% over the prior quarter, from \$819,337 for the quarter ended September 30, 2024 to \$971,660 for the quarter ended December 31, 2024. Further, we believe the growth we experienced in loans and deposits has set the foundation for positive earnings growth in 2025.

We hope you have enjoyed the first year of our Shareholder Insert, 'Community in Our Community.' With the dedication of our shareholders, Community Bancorp of Santa Maria continues to make a meaningful impact that extends beyond providing financial products and services. Through our volunteer efforts and financial contributions, we help enhance the economic vitality and quality of life in the communities we serve. Thank you for being an essential part of these efforts.

As we look forward to 2025, we anticipate continued growth and overall solid financial performance. We value and appreciate your support, which is why we are committed to continuing shareholder rewards in the form of dividends and long-term stock value appreciation. You can help by referring your family, friends, and business associates to *your* bank for all their banking needs.

Sincerely,

Janet Silveria
President
Chief Executive Officer

	<u>Actual</u>	<u>Year-end</u>	<u>Year-end</u>
	<u>12/31/24</u>	<u>Goal</u>	<u>Goal</u>
		<u>2024</u>	<u>2025</u>
Return on Average Assets	0.84%	0.98%	0.90%
Return on Average Equity	10.89%	13.00%	10.00%