February 3, 2021

## Dear Shareholder

We are pleased to announce that 2020 was Trinity Bank's best year since inception. Your bank reported Net Income of $\$ 1,246,000$ for the $4^{\text {th }}$ Quarter. Net Income for the full year was $\$ 4,716,000$. Listed below you will see historical net income since inception. The Press Release and Financial Summary are available on our website at: https://www.trinitybk.com/about-us/investor-information.

| $5-28-03$ to 12-31-03* | $\$(939,000)$ | 2012 | $2,581,000$ |
| :--- | ---: | ---: | ---: |
| 2004 | $(277,000)$ | 2013 | $2,862,000$ |
| 2005 | 463,000 | 2014 | $3,266,000$ |
| 2006 | 888,000 | 2015 | $3,733,000$ |
| 2007 | $1,037,000$ | 2016 | $4,009,000$ |
| 2008 | $1,393,000$ | 2017 | $3,068,000$ |
| 2009 | $1,636,000$ | 2018 | $4,677,000$ |
| 2010 | $2,005,000$ | 2019 | $4,043,000$ |
| 2011 | $2,282,000$ | 2020 | $4,716,000$ |
|  |  |  | $\$ 41,443,000$ |
| *Includes start-up expense prior to May $28^{\text {th }}$ opening. |  | Compound Growth |  |
|  |  | Rate $-15.61 \%$ |  |

2020 was the year that our world turned upside down. Our thoughts and prayers are focused on those who have been impacted by the virus - personally and professionally. Please, let's all do what we can to stay safe and healthy.

We cannot forecast what will happen in 2021. We do know things are not going back to "normal". We, like you and almost everyone else, are trying to figure out what the new "normal" is going to look like. Our motto has been and remains, "Adapt, Improvise, and Overcome".

Before we get into our annual scorecard, let us share some thoughts that we trust will be of interest to you.

- Return on Assets and Return on Equity remain well above our Peer Group Banks as well as All U.S. Banks.
- While we are aggressively adding to our Loan Loss Reserve, we have NOT seen undue stress in our Loan Portfolio to date.
- The low interest rate environment engineered by the Federal Reserve is a challenge to our profit margins, but we have and will continue to find a way.
- We are actively participating in the SBA Payroll Protection Programs and they have provided valuable assistance to many of our customers.
- Excluding the PPP loans, we have experienced above average loan growth since August 2020. We have strong customers and our efforts to generate new relationships are bearing fruit.

Now, on to the scorecard.

## MILESTONES

1. Your bank has earned net income since inception of $\$ 41,443,000-$ on the original capital investment of $\$ 11,033,070$.
2. Your bank has returned $\$ 16,117,000$ to shareholders in the form of cash dividends of $\$ 9,893,000$ and stock repurchases of $\$ 6,224,000$.
3. After returning to shareholders approximately $37.5 \%$ of total income since inception, Trinity Bank has a capital ratio of $10.26 \%$ (as of 12-31-20) - well above the regulatory requirement to be considered well capitalized. Capital is the cushion that enables your bank to survive and prosper during tough times.

## SCORECARD

As you know, since 2007, Trinity Bank has used the Stern \& Stewart Market Value Added (MVA) and the Economic Value Added (EVA) financial scorecard for determining if we are producing shareholder value. We continue to believe that these financial metrics are superior to the other popular ratios:

1. Growth in book value,
2. Growth in earnings per share,
3. Return on equity, and
4. Return on assets.

2020 results for Trinity Bank's MVA and EVA are shown below and on the next page.

## ECONOMIC VALUE ADDED (EVA)

$\mathrm{EVA}=$ revenue - operating costs - capital costs*
*The key concept is adding a charge for cost of capital to operating costs.

## Market Value of Trinity Bank

$$
\begin{equation*}
\text { MVA }=\text { Market Value / Total Capital } \tag{in000's}
\end{equation*}
$$

12/31/2020
Stock Price X Shares Outstanding
$\$ 64.00 \quad 1,082,706=$
\$69,293

## Total Capital

Original Capital Investment \$11,033

+ Earnings Since Inception
41,443
+ Capital from Exercise of Stock Options 2,418
- Capital returned to Shareholders through Dividends/Stock Repurchases

Total Capital $\$ 38,777$
38,777
Market Value $\div$ Total Capital =
\$1.79

For each dollar invested and retained in Trinity, we have produced \$ 1.79 in value.

At Trinity Bank, in the current low interest rate environment, we are using $9.5 \%$ as the cost of capital. The results for the last three years as well as the projected results for 2021 are shown below.

| (in 000's) |  | $\underline{2018}$ |  | $\underline{2019}$ |  | $\underline{2020}$ | $\underline{\text { Proj }}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues | $\$$ | 11,081 | $\$$ | 12,335 | $\$$ | 12,645 | $\$ 13,624$ |
| Operating Costs |  | $(6,404)$ |  | $(8,292)$ |  | $(7,929)$ | $(8,428)$ |
| Cost of Capital |  | $\underline{(2,944)}$ |  | $\underline{(3,235)}$ |  | $\underline{(3,407)}$ | $\underline{(3,684)}$ |
| Economic Value Added | $\$$ | 1,733 | $\$$ | 808 | $\$$ | 1,309 | $\$ 1,512$ |

EVA is positive and as long as it is positive, we are increasing shareholder value.
Even though we focus on the MVA, EVA formulae, we do calculate the other metrics commonly used by the investment community and have displayed those below.
$\left.\begin{array}{llccccc}\text { 31-Dec } & \begin{array}{c}\text { Net } \\ \text { Capital }\end{array} & \begin{array}{c}\text { Shares } \\ \text { Outstanding }\end{array} & \begin{array}{c}\text { Earnings } \\ \text { Per Share }\end{array} & & \text { Book Value }\end{array} \quad \begin{array}{c}\text { Stock } \\ \text { Price }\end{array}\right]$

As we begin a new year filled with uncertainty and questions, your bank is well positioned take advantage of the opportunities that lie ahead and the capital, liquidity, asset quality and earnings to perform well. We remain focused on adding new, quality customer relationships while keeping a close eye on the loan portfolio, prudently adding to our reserve for loan losses and looking for ways to safely boost the yield on earning assets. We have said it before but, we have the best staff we have ever had, are blessed to operate in one of the best markets in the country, have great customers and an exceptional group of shareholders. Thank you for your investment in and support of Trinity Bank.

Sincerely,


Jeffrey M. Harp



Richard A. Burt


Matt R. Spitz

TRINITY BANK N.A.
(Unaudited)
(Dollars in thousands, except per share data)

|  | Quarter Ended cember 31 |  | \% |
| :---: | :---: | :---: | :---: |
| EARNINGS SUMMARY | 2020 | 2019 | Change |
| Interest income | \$3,177 | \$2,996 | 6.0\% |
| Interest expense | 129 | 490 | -73.7\% |
| Net Interest Income | 3,048 | 2,506 | 21.6\% |
| Service charges on deposits | 61 | 48 | 27.1\% |
| Other income | 90 | 79 | 13.9\% |
| Total Non Interest Income | 151 | 127 | 18.9\% |
| Salaries and benefits expense | 977 | 740 | 32.0\% |
| Occupancy and equipment expense | 119 | 93 | 28.0\% |
| Other expense | 362 | 370 | -2.2\% |
| Total Non Interest Expense | 1,458 | 1,203 | 21.2\% |
| Pretax pre-provision income | 1,741 | 1,430 | 21.7\% |
| Gain on sale of securities | (1) | 0 | N/M |
| Gain on sale of ORE | 0 | 0 | N/M |
| Provision for Loan Losses | 315 | 0 | N/M |
| Earnings before income taxes | 1,425 | 1,430 | -0.3\% |
| Provision for income taxes | 179 | 210 | -14.8\% |
| Net Earnings | \$1,246 | \$1,220 | 2.1\% |
| Basic earnings per share | 1.15 | 1.12 | 2.7\% |
| Basic weighted average shares outstanding | 1,083 | 1,092 |  |
| Diluted earnings per share - estimate | 1.10 | 1.10 | 0.0\% |
| Diluted weighted average shares outstanding | 1,130 | 1,111 |  |


| Average for Quarter |  |  |
| :---: | :---: | :---: |
| 2020 | 2019 | Change |
| \$239,440 | \$154,764 | 54.7\% |
| 23,960 | 69,110 | -65.3\% |
| 93,094 | 70,508 | 32.0\% |
| 356,494 | 294,382 | 21.1\% |
| 363,558 | 301,596 | 20.5\% |
| 130,114 | 101,932 | 27.6\% |
| 191,654 | 168,784 | 13.5\% |
| 321,768 | 270,716 | 18.9\% |
| 0 | 0 | N/M |
| \$38,084 | \$35,382 | 7.6\% |


| Average for Twelve Months |  |  |
| :---: | :---: | :---: |
| December 31 |  | \% |
| 2020 | 2019 | Change |
| \$209,503 | \$154,842 | 35.3\% |
| 20,682 | 36,120 | -42.7\% |
| 94,900 | 74,127 | 28.0\% |
| 325,085 | 265,089 | 22.6\% |
| 371,207 | 272,704 | 36.1\% |
| 212,098 | 81,381 | 160.6\% |
| 83,534 | 154,650 | -46.0\% |
| 295,632 | 236,031 | 25.3\% |
| 0 | 292 | N/M |
| \$37,173 | \$35,009 | 6.2\% |

TRINITY BANK N.A.
(Unaudited)
(Dollars in thousands, except per share data)

| BALANCE SHEET SUMMARY | $\begin{array}{r} \text { Dec 31, } \\ 2020 \\ \hline \end{array}$ | Sept. 30, 2020 | $\begin{array}{r} \text { June } 30, \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { March 31, } \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { Dec 31, } \\ \hline 2019 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total loans | \$239,440 | \$216,454 | \$212,337 | \$169,367 | \$154,764 |
| Total short term investments | 23,960 | 32,176 | 41,211 | 38,126 | 69,110 |
| Total investment securities | 93,094 | 92,272 | 81,496 | 74,406 | 70,508 |
| Earning assets | 356,494 | 340,902 | 335,044 | 281,899 | 294,382 |
| Total assets | 363,558 | 342,058 | 342,369 | 289,795 | 301,596 |
| Noninterest bearing deposits | 130,114 | 117,655 | 122,409 | 89,277 | 101,932 |
| Interest bearing deposits | 191,654 | 189,053 | 180,558 | 161,400 | 168,784 |
| Total deposits | 321,768 | 306,708 | 302,967 | 250,677 | 270,716 |
| Fed Funds Purchased and Repurchase Agreements | 0 | 0 | 0 | 0 | 0 |
| Shareholders' equity | \$38,084 | \$37,602 | \$36,611 | \$36,379 | \$35,382 |
|  | Quarter Ended |  |  |  |  |
| HISTORICAL EARNINGS SUMMARY | $\begin{array}{r} \text { Dec 31, } \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { Sept. 30, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { June 30, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { March 31, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { Dec 31, } \\ 2019 \end{array}$ |
| Interest income | \$3,177 | \$2,949 | \$3,042 | \$2,922 | \$2,996 |
| Interest expense | 129 | 158 | 188 | 381 | 490 |
| Net Interest Income | 3,048 | 2,791 | 2,854 | 2,541 | 2,506 |
| Service charges on deposits | 61 | 56 | 39 | 50 | 48 |
| Other income | 90 | 86 | 79 | 78 | 79 |
| Total Non Interest Income | 151 | 142 | 118 | 128 | 127 |
| Salaries and benefits expense | 977 | 915 | 1,037 | 856 | 740 |
| Occupancy and equipment expense | 119 | 94 | 113 | 114 | 93 |
| Other expense | 362 | 364 | 412 | 400 | 370 |
| Total Non Interest Expense | 1,458 | 1,373 | 1,562 | 1,370 | 1,203 |
| Pretax pre-provision income | 1,741 | 1,560 | 1,410 | 1,299 | 1,430 |
| Gain on sale of securities | (1) | 0 | 0 | 0 | 0 |
| Gain on sale of ORE | 0 | 18 | 0 | 0 | 0 |
| Gain on sale of other assets | 0 | 0 | 0 | 0 | 0 |
| Provision for Loan Losses | 315 | 200 | 125 | 0 | 0 |
| Earnings before income taxes | 1,425 | 1,378 | 1,285 | 1,299 | 1,430 |
| Provision for income taxes | 179 | 162 | 155 | 175 | 210 |
| Net Earnings | \$1,246 | \$1,216 | \$1,130 | \$1,124 | \$1,220 |
| Diluted earnings per share | 1.10 | 1.08 | 1.00 | 0.99 | 1.10 |

TRINITY BANK N.A
(Unaudited)
(Dollars in thousands, except per share data)

| HISTORICAL BALANCE SHEET | Ending Balance |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Dec 31, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { Sept. 30, } \\ 2020 \\ \hline \end{array}$ | June 30, 2020 | March 31, 2020 | $\begin{array}{r} \text { Dec 31, } \\ 2019 \end{array}$ |
| Total loans | \$252,207 | \$228,473 | \$216,848 | \$173,992 | \$167,587 |
| Total short term investments | 24,993 | 16,429 | 38,648 | 37,566 | 60,603 |
| Total investment securities | 95,244 | 90,606 | 90,658 | 73,287 | 70,804 |
| Total earning assets | 372,444 | 335,508 | 346,154 | 284,845 | 298,994 |
| Allowance for loan losses | $(2,915)$ | $(2,598)$ | $(2,396)$ | $(2,269)$ | $(2,262)$ |
| Premises and equipment | 2,340 | 2,400 | 2,455 | 2,522 | 2,560 |
| Other Assets | 6,237 | 6,748 | 5,673 | 6,567 | 9,770 |
| Total assets | 378,106 | 342,058 | 351,886 | 291,665 | 309,062 |
| Noninterest bearing deposits | 134,692 | 114,284 | 118,933 | 89,581 | 100,527 |
| Interest bearing deposits | 201,120 | 186,096 | 192,159 | 162,726 | 170,191 |
| Total deposits | 335,812 | 300,380 | 311,092 | 252,307 | 270,718 |
| Fed Funds Purchased and Repurchase Agreements | 0 | 0 | 0 | 0 | 0 |
| Other Liabilities | 1,270 | 2,029 | 1,501 | 1,779 | 1,047 |
| Total liabilities | 337,082 | 302,409 | 312,593 | 254,086 | 271,765 |
| Shareholders' Equity Actual | 38,778 | 37,463 | 37,089 | 36,069 | 35,858 |
| Unrealized Gain - AFS | 2,246 | 2,186 | 2,203 | 1,510 | 1,439 |
| Total Equity | \$41,024 | \$39,649 | \$39,292 | \$37,579 | \$37,297 |
|  | Quarter Ending |  |  |  |  |
| NONPERFORMING ASSETS | $\begin{array}{r} \text { Dec 31, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { Sept. 30, } 2020 \end{array}$ | $\begin{array}{r} \text { June 30, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { March 31, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { Dec 31, } \\ 2019 \end{array}$ |
| Nonaccrual loans | \$249 | \$266 | \$388 | \$408 | \$419 |
| Restructured loans | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other real estate \& foreclosed assets | \$0 | \$0 | \$320 | \$320 | \$320 |
| Accruing loans past due 90 days or more | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total nonperforming assets | \$249 | \$266 | \$708 | \$728 | \$739 |
| Accruing loans past due 30-89 days | \$0 | \$0 | \$0 | \$248 | \$0 |
| Total nonperforming assets as a percentage of loans and foreclosed assets | 0.10\% | 0.12\% | 0.33\% | 0.42\% | 0.44\% |

TRINITY BANK N.A.
(Unaudited)
(Dollars in thousands, except per share data)

| ALLOWANCE FOR LOAN LOSSES | Quarter Ending |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Dec 31, } \\ 2020 \end{array}$ | $\begin{array}{r} \text { Sept. 30, } 2020 \end{array}$ | $\begin{array}{r} \text { June 30, } \\ 2020 \\ \hline \end{array}$ | March 31, 2020 | $\begin{array}{r} \text { Dec 31, } \\ 2019 \end{array}$ |
| Balance at beginning of period | \$2,598 | \$2,396 | \$2,269 | \$2,262 | \$2,259 |
| Loans charged off | 0 | 0 | 0 | 0 | 0 |
| Loan recoveries | 2 | 2 | 2 | 7 | 3 |
| Net (charge-offs) recoveries | 2 | 2 | 2 | 7 | 3 |
| Provision for loan losses | 315 | 200 | 125 | 0 | 0 |
| Balance at end of period | \$2,915 | \$2,598 | \$2,396 | \$2,269 | \$2,262 |
| Allowance for loan losses |  |  |  |  |  |
| as a percentage of total loans | 1.16\% | 1.14\% | 1.10\% | 1.30\% | 1.35\% |
| Allowance for loan losses net of PPP Loans as a percentage of total loans | 1.46\% | 1.48\% | 1.36\% | 1.30\% | 1.35\% |
| Allowance for loan losses as a percentage of nonperforming assets | 1171\% | 977\% | 338\% | 312\% | 306\% |
| Net charge-offs (recoveries) as a percentage of average loans | 0.00\% | 0.00\% | 0.00\% | -0.01\% | 0.00\% |
| Provision for loan losses as a percentage of average loans | 0.13\% | 0.09\% | 0.06\% | 0.00\% | 0.00\% |
|  | Quarter Ending |  |  |  |  |
| SELECTED RATIOS | $\begin{array}{r} \text { Dec 31, } \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { Sept. 30, } \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { June 30, } \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { March 31, } \\ 2020 \\ \hline \end{array}$ | $\begin{array}{r} \text { Dec 31, } \\ 2019 \\ \hline \end{array}$ |
| Return on average assets (annualized) | 1.37\% | 1.42\% | 1.32\% | 1.55\% | 1.62\% |
| Return on average equity (annualized) | 12.15\% | 12.19\% | 11.88\% | 11.80\% | 13.34\% |
| Return on average equity (excluding unrealized gain on investments) | 12.85\% | 12.94\% | 12.34\% | 12.36\% | 13.79\% |
| Average shareholders' equity to average assets | 10.48\% | 10.99\% | 10.69\% | 12.55\% | 11.73\% |
| Yield on earning assets (tax equivalent) | 3.88\% | 3.65\% | 3.81\% | 4.33\% | 4.67\% |
| Effective Cost of Funds | 0.28\% | 0.19\% | 0.22\% | 0.54\% | 0.70\% |
| Net interest margin (tax equivalent) | 3.60\% | 3.46\% | 3.59\% | 3.79\% | 3.97\% |
| Efficiency ratio (tax equivalent) | 44.8\% | 50.4\% | 51.6\% | 48.9\% | 43.4\% |
| End of period book value per common share | \$37.88 | \$36.61 | \$36.18 | \$34.54 | \$34.22 |
| End of period book value (excluding unrealized gain on investments) | \$35.81 | \$34.59 | \$34.15 | \$33.15 | \$32.90 |
| End of period common shares outstanding (in 000 's) | 1,083 | 1,083 | 1,086 | 1,088 | 1,090 |

(Unaudited)
(Dollars in thousands, except per share data)


## TRINITY BANK N.A.

(Unaudited)
(Dollars in thousands, except per share data)

|  | December 31 | December 31 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2020 | \% | 2019 | \% |
| LOAN PORTFOLIO |  |  |  |  |
| Commercial and industrial | \$153,429 | 60.83\% | \$98,099 | 58.54\% |
| Real estate: |  |  |  |  |
| Commercial | 61,330 | 24.32\% | 24,133 | 14.40\% |
| Residential | 20,492 | 8.13\% | 23,115 | 13.79\% |
| Construction and development | 16,499 | 6.54\% | 21,692 | 12.94\% |
| Consumer | 457 | 0.18\% | 548 | 0.33\% |
| PPP Loans |  |  |  |  |
| Total loans (gross) | 252,207 | 100.00\% | 167,587 | 100.00\% |
| Unearned discounts | 0 | 0.00\% | 0 | 0.00\% |
| Total loans (net) | \$252,207 | 100.00\% | \$167,587 | 100.00\% |
|  | December 31 |  | December 31 |  |
|  | 2020 |  | 2019 |  |
| REGULATORY CAPITAL DATA |  |  |  |  |
| Tier 1 Capital | \$38,778 |  | \$35,859 |  |
| Total Capital (Tier $1+$ Tier 2) | \$41,583 |  | \$38,121 |  |
| Total Risk-Adjusted Assets | \$224,307 |  | \$181,050 |  |
| Tier 1 Risk-Based Capital Ratio | 17.29\% |  | 19.81\% |  |
| Total Risk-Based Capital Ratio | 18.54\% |  | 21.06\% |  |
| Tier 1 Leverage Ratio | 10.66\% |  | 11.89\% |  |
| OTHER DATA |  |  |  |  |
| Full Time Equivalent |  |  |  |  |
| Employees (FTE's) | 23 |  | 22 |  |
| Stock Price Range |  |  |  |  |
| High | \$64.00 |  | \$65.50 |  |
| Low | \$64.00 |  | \$62.00 |  |
| Close | \$64.00 |  | \$64.98 |  |

