

GBC SHAREHOLDER REPORT

# **BUILDING ON CUSTOMER GROWTH**



I am pleased to provide you with an update on Georgia Banking Company's (GBC) progress through the first quarter. We remain steadfast in our commitment to building the preeminent Atlanta banking franchise, delivering exceptional customer service, and seizing sustainable growth opportunities.

GBC's execution on growth strategies was evident in our loans held for investment portfolio, which surged by \$107.1 million year-to-date. This increase brought the portfolio's total to \$1.21 billion. The Company realized

a pre-tax pre-provision income of \$3.3 million and a net income of \$1.4 million in the quarter. The substantial loan growth necessitated a sizeable loan loss provision, which, while financially prudent, applied pressure on our quarterly income. Despite this, we are pleased to report that the bank recorded zero credit losses in the first quarter of 2024.

**David Black** Chief Commercial Officer



Wes Reagan Chief Risk Officer/ Chief Credit Officer

**David Innes** SVP/Private Banking



**Collette Brown** Retail Market Leader/ Garden Hills

Navigating through the remainder of 2024, we are mindful of the persistent interest rate environment that continues to influence borrowing costs for the bank and our customers. The Federal Reserve's seemingly cautious approach to rate cuts suggests that we may experience these elevated rates for an extended period. Despite these challenges, GBC stands well-positioned to operate in this environment, with an attractive net interest margin and balance sheet mix which could distinguish us from others in the industry who may face more severe headwinds.

**\$107.1 MILLION** 

PORTFOLIO GROWTH

LOANS HELD FOR

**INVESTMENT** 

We recently announced strategic leadership changes to support our growth. David Black has stepped into the role of Chief Commercial Officer, a pivotal new position leading our asset-generating lines of business, including Commercial Banking, Specialty Finance, Community Banking, Commercial Real Estate, Homebuilder Finance, Private Banking, and Mortgage Warehouse, toward our ambitious earning asset growth goals for 2024. David brings a wealth of industry knowledge and leadership experience to this role, where he will be an essential driver of GBC's continued growth. Wes Reagan has assumed the role of Chief Risk Officer/Chief Credit Officer, ensuring the safety and soundness of GBC. Wes's diverse background and proven track record in navigating complex risk landscapes position him well for this critically important role.

We are pleased to announce that Collette Brown has joined us as the Retail Market Leader for Garden Hills. Strengthening our team further, we welcome David Innes, Senior Vice President in our Private Banking line of business. His experience in sports and entertainment banking is an asset to our team, given Atlanta's role in these sectors.

As we look ahead, 2024 holds promise for a growth year for GBC as we edge closer to the significant milestone of \$2 billion in assets. We are eager to continue executing our strategic plans and delivering value to you, our shareholders.

Thank you for your continued trust and support of GBC. We remain dedicated to upholding our values, delivering exceptional services to our clients, and investing in sustainable growth opportunities.

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Bartow Morgan, Jr., Chief Executive Officer

March 31, 2024				
CONSOLIDATED BALANCE SHEET HIGHLIGHTS (\$000s)				
Loans Held for Sale	\$	246,375		
Loans Held for Investment	\$	1,209,824		
Earning Assets	\$	1,632,592		
Total Assets	\$	1,719,686		
Noninterest-Bearing Deposits	\$	249,096		
Total Deposits	\$	1,369,412		
Shareholders' Equity	\$	146,671		

BANK REGULATORY CAPITAL RATIOS			
Leverage Ratio	9.62%		
CET1 Capital Ratio	10.38%		
Tier 1 Capital Ratio	10.38%		
Total Capital Ratio	11.63%		

Three Months Ended - March 31, 2024				
INCOME STATEMENT HIGHLIGHTS (\$000s)				
Net Income	\$	1,433		
Pre-Tax Pre-Provision	\$	3,319		

# GBC IS #1 FOR CUSTOMERS' WILLINGNESS TO RECOMMEND TO OTHERS

Customer service is imperative to the success of any business, and at Georgia Banking Company (GBC), it is one of our core values. We are excited to share that GBC is ranked #1 for customers' willingness to recommend us to others as determined by independent market research firm CSP.\* This recognition is not accidental; it is the result of hard work, innovative strategies, and a strong focus on customer-centric values. Strong customer advocacy and loyalty are crucial indicators of business performance and growth potential.





**GBC Service Standards:** At GBC, exceptional service is our norm. The GBC Service Standards guide every customer interaction, ensuring every touchpoint is marked by consistency and excellence.



Make It Happen! Recognition Program: Our employees are our greatest asset, and their dedication to going above and beyond is not just acknowledged but celebrated through our 'Make It Happen!' program. This initiative, which has significantly contributed to fostering a culture of service excellence, acknowledges individual efforts and inspires others to follow suit.



**Digital Product Education:** In embracing the digital revolution, we've empowered our team with comprehensive knowledge of our digital banking suite. This initiative enhances customer interactions, making banking more accessible and efficient.



**Customer Commitment:** Our Customer Commitment statement is not just a promise, but a solemn pledge to our clients. It holds us accountable and serves as a constant reminder of our dedication to their satisfaction, making them feel reassured and valued.

- » I commit to providing you the best-in-class customer service with the expertise of my team.
- » I commit to understanding your needs and focusing on the best solutions for you and your business.
- » I commit to being accessible and responding with a sense of urgency.

As we celebrate this achievement, we remain determined in our commitment to set the bar even higher, creating new standards of excellence and surpassing the expectations of our valued customers. GBC's story is one of innovation, inspiration, and impact—a narrative that continues to unfold as we invite our shareholders and customers to join us on this remarkable journey.



# 1. ALPHARETTA

5225 Windward Parkway Alpharetta, GA 30004

#### **LOBBY HOURS**

Mon – Fri (9:00 am – 4:00 pm)

# **DRIVE THRU HOURS**

Mon – Fri (9:00 am – 4:00 pm)



#### 2. BUCKHEAD

1776 Peachtree Street NW, Suite 150 Atlanta, GA 30309

#### **LOBBY HOURS**

Mon - Fri (9:00 am - 4:00 pm)

# **WALK UP VTM HOURS\***

Mon – Fri (8:00 am – 5:00 pm)



# 3. DULUTH

6340 Sugarloaf Parkway, Suite 100 Duluth, GA 30097

### **LOBBY HOURS**

Mon – Fri (9:00 am – 4:00 pm)

#### **DRIVE THRU HOURS**

Mon – Fri (8:00 am – 5:00 pm)



#### 4. GARDEN HILLS

2827 Peachtree Road NE, Suite 100 Atlanta, GA 30305

# **LOBBY HOURS**

Mon – Fri (9:00 am – 4:00 pm)

#### **DRIVE THRU HOURS**

Mon - Fri (8:00 am - 5:00 pm)



# 5. GRIFFIN

1624 North Expressway Griffin, GA 30223

#### **LOBBY HOURS**

Mon - Fri (9:00 am - 4:00 pm)

# **DRIVE THRU HOURS**

Mon - Fri (9:00 am - 4:00 pm)

# **LOCATIONS**





# 6. LAWRENCEVILLE

690 Collins Hill Road Lawrenceville, GA 30046

#### **LOBBY HOURS**

Mon – Fri (9:00 am – 4:00 pm)

#### **DRIVE THRU HOURS**

Mon – Fri (8:00 am – 5:00 pm)



#### 7. MARIETTA

4895 Lower Roswell Road Marietta, GA 30068

### **LOBBY HOURS**

Mon – Fri (9:00 am – 4:00 pm)

#### **DRIVE THRU HOURS**

Mon – Fri (8:00 am – 5:00 pm)

\*Virtual Teller Machine

CustomerCare@GeorgiaBanking.com | 866.711.4530 | GeorgiaBanking.com







