# ©CITIZENS \& NORTHERN CORPORATION 

90-92 Main Street, P.O. Box 58<br>Wellsboro, PA 16901<br>Phone: (570) 724-3411 Fax: (570) 723-8097<br>E-Mail: cnemail@cnbankpa.com Web Page: http://www.cnbankpa.com Stock Symbol: CZNC

FEDERAL DEPOSIT INSURANCE CORP

December 31, 2012
QUARTERLY REPORT
Dear Shareholder:
Citizens \& Northern finished 2012 on a strong note with fourth quarter net income of \$5,939,000 resulting in net income of $\$ 22,705,000$ for the year. While the quarterly and annual results are slightly less than the prior year the annual Return on Average Assets (ROAA) remains a robust $1.74 \%$ with a strong Return on Average Equity (ROAE) of $12.91 \%$. The keys to our superior earnings performance are the maintenance of a strong net interest margin in a very difficult rate environment, strong non-interest income and an acute focus on overhead expenses.

Total assets remained relatively flat as we continue to de-leverage the balance sheet as the current interest rate environment provides few appropriate opportunities without incurring undue interest rate and/or credit risk. Other highlights for the year are non-performing assets remain manageable at $.82 \%$ and residential mortgage origination remains brisk with the bank servicing $\$ 100,631,000$ of mortgages generated which is an increase of $\$ 43,994,000$ over the prior year. While bank assets were flat, Trust Assets Under Management rose 11.5\% finishing the year at $\$ 707,912,000$.

Our stock (CZNC) closed the year at \$18.90, up 2.33\% over the prior year. Dividends were increased to \$. 84 per share which represents an increase of $44.83 \%$ over the prior year.

We realize that 2013 will be a very challenging year for the industry as the Federal Reserve Bank continues to keep interest rates low causing margin compression and as more of the rules are finalized to implement DoddFrank.

I will more fully report on the past year with my correspondence to the shareholders contained in our Annual Highlights. As shareholders, we solicit your continued support.

Charles H. Updegraff, Jr.
Chairman, President \& CEO

# CITIZENS \& NORTHERN CORPORATION BOARD OF DIRECTORS 

Dennis F. Beardslee Jan E. Fisher R. Bruce Haner Susan E. Hartley Leo F. Lambert

Charles H. Updegraff, Jr. - Chairman

## CITIZENS \& NORTHERN BANK 1-877-838-2517 OFFICES

428 S. Main Street, ATHENS, PA 18810
3 Main Street, CANISTEO, NY 14823
10 N Main Street, COUDERSPORT, PA 16915
111 Main Street, DUSHORE, PA 18614
563 Main Street, EAST SMITHFIELD, PA 18817
104 Main Street, ELKLAND, PA 16920
135 East Fourth Street, EMPORIUM, PA 15834
6250 County Route 64, HORNELL, NY 14843
230-232 Railroad Street, JERSEY SHORE, PA 17740
102 E. Main Street, KNOXVILLE, PA 16928
514 Main Street, LAPORTE, PA 18626
4534 Williamson Trail LIBERTY, PA 16930
1085 S. Main Street, MANSFIELD, PA 16933
612 James Monroe Avenue, MONROETON, PA 18832
3461 Rte. 405 Highway, MUNCY, PA 17756
100 Maple Street, PORT ALLEGANY, PA 16743
24 Thompson Street, RALSTON, PA 17763
1827 Elmira Street, SAYRE, PA 18840
2 E. Mountain Ave., SO. WILLIAMSPORT, PA 17702
41 Main Street, TIOGA, PA 16946
428 Main Street, TOWANDA, PA18848
Court House Square, TROY, PA 16947
90-92 Main Street, WELLSBORO, PA 16901
130 Court Street, WILLIAMSPORT, PA 17701
1510 Dewey Ave., WILLIAMSPORT, PA 17702
Route 6, WYSOX, PA 18854
TRUST \& FINANCIAL MANAGEMENT GROUP
3 Main Street, Canisteo, NY 14823
10 N Main Street, Coudersport, PA 16915
1827 Elmira Street, Sayre, PA 18840
428 Main Street, Towanda, PA 18848
90-92 Main Street, Wellsboro, PA 16901
130 Court Street, Williamsport, PA 17701
ACCOUNT SERVICES - 90-92 Main St., Wellsboro, PA 16901
BANKCARD SERVICES - 90-92 Main St., Wellsboro PA 16901
607-698-4295
800-921-9150
888-760-8192
888-987-8784
888-487-8784
866-732-7213

ELECTRONIC BANKING - 10 Nichols St., Wellsboro, PA 16901
800-577-8001
877-838-2517

C\&N FINANCIAL SERVICES CORPORATION - 90-92 Main Street, Wellsboro, PA
866-ASK-CNFS www.cnfinancialservices.com

Raymond R. Mattie Edward H. Owlett, III
Leonard Simpson
James E. Towner
Ann M. Tyler

## CONDENSED, CONSOLIDATED EARNINGS INFORMATION

(In Thousands, Except Per Share Data) (Unaudited)

|  | 4TH QUARTER 2012 (Current) | 3RD QUARTER 2012 (Prior Qtr) | 4TH QUARTER 2011 (Prior Yr) | $\begin{aligned} & \text { YEARS } \\ & \text { DECEM } \\ & 2012 \\ & \text { (Current) } \end{aligned}$ | ENDED <br> ER 31, 2011 (Prior Yr) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest and Dividend Income | \$13,491 | \$13,836 | \$15,198 | \$56,632 | \$61,256 |
| Interest Expense | 1,900 | 2,228 | 2,804 | 9,031 | 13,556 |
| Net Interest Income | 11,591 | 11,608 | 12,394 | 47,601 | 47,700 |
| (Credit) Provision for Loan Losses | (133) | 236 | (87) | 288 | (285) |
| Net Interest Income After (Credit) Provision for Loan Losses | 11,724 | 11,372 | 12,481 | 47,313 | 47,985 |
| Other Income | 4,360 | 4,103 | 3,711 | 16,317 | 13,938 |
| Net Gains on Available-for-sale Securities | 51 | 2,430 | 188 | 2,682 | 2,216 |
| Loss on Prepayment of Borrowings | 0 | 2,190 | 0 | 2,333 | 0 |
| Other Noninterest Expenses | 7,987 | 8,207 | 7,948 | 32,848 | 32,057 |
| Income Before Income Tax Provision | 8,148 | 7,508 | 8,432 | 31,131 | 32,082 |
| Income Tax Provision | 2,209 | 2,014 | 2,291 | 8,426 | 8,714 |
| Net Income | \$5,939 | \$5,494 | \$6,141 | \$22,705 | \$23,368 |
| PER COMMON SHARE DATA: |  |  |  |  |  |
| Net Income - Basic | \$0.48 | \$0.45 | \$0.51 | \$1.86 | \$1.92 |
| Net Income - Diluted | \$0.48 | \$0.45 | \$0.51 | \$1.85 | \$1.92 |
| Dividend Per Share | \$0.24 | \$0.22 | \$0.16 | \$0.84 | \$0.58 |
| Number Shares Used in Computation-Basic | 12,265,100 | 12,244,797 | 12,145,666 | 12,235,748 | 12,162,045 |
| Number Shares Used in Computation - Diluted | 12,283,702 | 12,270,685 | 12,154,971 | 12,260,208 | 12,166,768 |

## CONDENSED, CONSOLIDATED BALANCE SHEET DATA

(In Thousands, Except Per Share Data) (Unaudited)

|  | DEC. 31, | SEPT. 30, | DEC. 31, |
| :--- | ---: | ---: | ---: |
| ASSETS | $\underline{\mathbf{2 0 1 2}}$ | $\underline{\mathbf{2 0 1 2}}$ | $\underline{\mathbf{2 0 1 1}}$ |
| Cash \& Due from Banks |  |  |  |
| Available-for-sale Securities | $\$ 59,836$ | $\$ 42,496$ | $\$ 60,575$ |
| Loans Held for Sale | 472,577 | 487,314 | 481,685 |
| Loans, Net | 2,545 | 3,846 | 939 |
| Intangible Assets | 677,053 | 690,357 | 700,610 |
| Other Assets | 12,080 | 12,098 | 12,154 |
| TOTAL ASSETS | 62,816 | 73,898 | 67,772 |


| LIABILITIES |  |  |  |
| :--- | ---: | ---: | ---: |
| Deposits | $1,006,106$ | $1,013,010$ | $1,018,206$ |
| Repo Sweep Accounts | 5,567 | 4,657 | 4,950 |
| Total Deposits and Repo Sweeps | $1,011,673$ | $1,017,667$ | $1,023,156$ |
| Borrowed Funds | 83,812 | 104,954 | 125,363 |
| Other Liabilities | 8,636 | 7,242 | 7,831 |
| TOTAL LIABILITIES | $\mathbf{1 , 1 0 4 , 1 2 1}$ | $\mathbf{1 , 1 2 9 , 8 6 3}$ | $\mathbf{1 , 1 5 6 , 3 5 0}$ |

## SHAREHOLDERS' EQUITY

Common Shareholders' Equity, Excluding Accumulated Other Comprehensive Income (Loss) 171,783 168,320 157,225
Accumulated Other Comprehensive Income (Loss):

| Net Unrealized Gains/Losses on |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Available-for-sale Securities | 11,568 | 12,278 | 10,791 |
| Defined Benefit Plans | $(565)$ | $(452)$ | $(631)$ |
| TOTAL SHAREHOLDERS' EQUITY | $\mathbf{1 8 2 , 7 8 6}$ | $\mathbf{1 8 0 , 1 4 6}$ | $\mathbf{1 6 7 , 3 8 5}$ |
| TOTAL LIABILITIES \& SHAREHOLDERS' EQUITY | $\mathbf{\$ 1 , 2 8 6 , 9 0 7}$ | $\mathbf{\$ 1 , 3 1 0 , 0 0 9}$ | $\mathbf{\$ 1 , 3 2 3 , 7 3 5}$ |

CONDENSED, CONSOLIDATED FINANCIAL HIGHLIGHTS
(In Thousands, Except Per Share Data) (Unaudited)

## \% <br> INCREASE <br> (DECREASE)

## EARNINGS PERFORMANCE

Net Income
Return on Average Assets

Return on Average Equity

## BALANCE SHEET HIGHLIGHTS

Total Assets
Available-for-Sale Securities
Loans (Net)
Allowance for Loan Losses
Deposits and Repo Sweep Accounts

## OFF-BALANCE SHEET

Outstanding Balance of Mortgage Loans Sold with Servicing Retained
100,631

707,912

## SHAREHOLDERS' VALUE

 (PER COMMON SHARE)Net Income - Basic
Net Income - Diluted
\$1.86
Dividends
Common Book Value
Tangible Common Book Value
Market Value (Last Trade)
Market Value / Common Book Value
Market Value / Tangible Common Book Value
Price Earnings Multiple
Dividend Yield

## SAFETY AND SOUNDNESS

Tangible Common Equity / Tangible Assets Nonperforming Assets / Total Assets Allowance for Loan Losses / Total Loans
Total Risk Based Capital Ratio (a)
Tier 1 Risk Based Capital Ratio (a)
Leverage Ratio (a)

AVERAGE BALANCES
Average Assets
Average Equity
\$1,305,163
\$175,822
\$1,313,445
-0.63\%
\$152,718
15.13\%
(a) Capital ratios for the most recent period are estimated.

## EXHIBIT 99.3 - Supplemental, Unaudited Financial Information

## CACITIZENS \& NORTHERN CORPORATION

| AVAILABLE-FOR-SALE SECURITIES | December 31, 2012 |  | September 30, 2012 |  | December 31, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (In Thousands) | Amortized Cost | Fair <br> Value | Amortized Cost | Fair <br> Value | Amortized Cost | Fair <br> Value |
| Obligations of U.S. Government agencies | \$30,695 | \$31,217 | \$23,181 | \$23,844 | \$24,877 | \$25,587 |
| Obligations of states and political subdivisions: |  |  |  |  |  |  |
| Tax-exempt | 130,168 | 137,020 | 134,651 | 141,519 | 129,401 | 132,962 |
| Taxable | 24,426 | 24,817 | 21,766 | 22,244 | 14,004 | 14,334 |
| Mortgage-backed securities | 76,368 | 80,196 | 85,750 | 90,357 | 116,602 | 121,769 |
| Collateralized mortgage obligations, |  |  |  |  |  |  |
| Issued by U.S. Government agencies | 179,770 | 183,510 | 188,169 | 191,945 | 161,818 | 165,131 |
| Trust preferred securities issued by individual institutions | 5,167 | 5,171 | 6,173 | 6,221 | 7,334 | 8,146 |
| Collateralized debt obligations: |  |  |  |  |  |  |
| Pooled trust preferred securities - senior tranches | 1,615 | 1,613 | 2,515 | 2,496 | 4,996 | 4,638 |
| Pooled trust preferred securities - mezzanine tranches | 0 | 0 | 0 | 0 | 0 | 730 |
| Other collateralized debt obligations | 660 | 660 | 660 | 660 | 660 | 660 |
| Total debt securities | 448,869 | 464,204 | 462,865 | 479,286 | 459,692 | 473,957 |
| Marketable equity securities | 5,912 | 8,373 | 5,562 | 8,028 | 5,643 | 7,728 |
| Total | \$454,781 | \$472,577 | \$468,427 | \$487,314 | \$465,335 | \$481,685 |

## Summary of Loans by Type

| (Excludes Loans Held for Sale) (In Thousands) | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Sept. 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2011 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Residential mortgage: |  |  |  |
| Residential mortgage loans - first liens | \$311,627 | \$317,734 | \$331,015 |
| Residential mortgage loans - junior liens | 26,748 | 27,084 | 28,851 |
| Home equity lines of credit | 33,017 | 32,550 | 30,037 |
| 1-4 Family residential construction | 12,842 | 13,038 | 9,959 |
| Total residential mortgage | 384,234 | 390,406 | 399,862 |
| Commercial: |  |  |  |
| Commercial loans secured by real estate | 158,413 | 163,773 | 156,388 |
| Commercial and industrial | 48,442 | 49,405 | 57,191 |
| Political subdivisions | 31,789 | 35,549 | 37,620 |
| Commercial construction and land | 28,200 | 27,307 | 23,518 |
| Loans secured by farmland | 11,403 | 10,328 | 10,949 |
| Multi-family (5 or more) residential | 6,745 | 6,109 | 6,583 |
| Agricultural loans | 3,053 | 3,181 | 2,987 |
| Other commercial loans | 362 | 329 | 552 |
| Total commercial | 288,407 | 295,981 | 295,788 |
| Consumer | 11,269 | 11,762 | 12,665 |
| Total | 683,910 | 698,149 | 708,315 |
| Less: allowance for loan losses | $(6,857)$ | $(7,792)$ | $(7,705)$ |
| Loans, net | \$677,053 | \$690,357 | \$700,610 |


| Loans Held for Sale |  |  |  |
| :--- | ---: | ---: | ---: |
| (In Thousands) | Dec 31, | Sept. 30, | Dec. 31, |
|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ | 2011 |
| Residential mortgage loans originated |  |  |  |
| and serviced - outstanding balance | $\$ 103,176$ | $\$ 87,051$ | $\$ 57,577$ |
| Less: outstanding balance of loans sold | $(100,631)$ | $(83,205)$ | $(56,638)$ |
| Loans held for sale, net | $\$ 2,545$ | $\$ 3,846$ | $\$ 939$ |


| ANALYSIS OF <br> (In Thousands) | AN LO |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3 Months <br> Ended <br> Dec. 31, 2012 | 3 Months Ended Sept. 30, 2012 | Year Ended Dec. 31 2012 | Year Ended Dec. 31 2011 |
| Balance, beginning of period | \$7,792 | \$7,657 | \$7,705 | \$9,107 |
| Charge-offs | (817) | (113) | $(1,221)$ | $(1,446)$ |
| Recoveries | 15 | 12 | 85 | 329 |
| Net charge-offs | (802) | (101) | $(1,136)$ | $(1,117)$ |
| (Credit) provision for loan losses | (133) | 236 | 288 | (285) |
| Balance, end of period | \$6,857 | \$7,792 | \$6,857 | \$7,705 |

PAST DUE AND IMPAIRED LOANS, NONPERFORMING ASSETS
AND TROUBLED DEBT RESTRUCTURINGS (TDRs)
(In Thousands)

|  | Dec. 31, | Sept. 30, | Dec. 31, |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 2}$ | $\mathbf{2 0 1 1}$ |
|  | $\$ 2,710$ | $\$ 4,119$ | $\$ 3,433$ |
| Impaired loans with a valuation allowance | 4,719 | 3,718 | 4,431 |
| Impaired loans without a valuation allowance | $\$ 7,429$ | $\$ 7,837$ | $\$ 7,864$ |
| Total impaired loans |  |  |  |
|  | $\$ 7,756$ | $\$ 6,001$ | $\$ 7,898$ |
| Total loans past due 30-89 days and still accruing |  |  |  |
|  |  |  |  |
| Nonperforming assets: | $\$ 7,353$ | $\$ 7,269$ | $\$ 7,197$ |
| Total nonaccrual loans | 2,311 | 2,260 | 1,267 |
| $\quad$ Total loans past due 90 days or more and still accruing | 9,664 | 9,529 | 8,464 |
| Total nonperforming loans | 879 | 839 | 1,235 |
| Foreclosed assets held for sale (real estate) | $\$ 10,543$ | $\$ 10,368$ | $\$ 9,699$ |
| Total nonperforming assets |  |  |  |


| Loans subject to troubled debt restructurings (TDRs): |  |  |  |
| :--- | ---: | ---: | ---: |
| Performing | $\$ 906$ | $\$ 916$ | $\$ 1,064$ |
| Nonperforming | 1,155 | 1,753 | 2,413 |
| Total TDRs | $\$ 2,061$ | $\$ 2,669$ | $\$ 3,477$ |
|  |  |  |  |
| Total nonperforming loans as a \% of loans | $1.41 \%$ | $1.36 \%$ | $1.19 \%$ |
| Total nonperforming assets as a \% of assets | $0.82 \%$ | $0.79 \%$ | $0.73 \%$ |
| Allowance for loan losses as a \% of total loans | $1.00 \%$ | $1.12 \%$ | $1.09 \%$ |
| Allowance for loan losses as a \% of nonperforming loans | $70.95 \%$ | $81.77 \%$ | $91.03 \%$ |

Analysis of Average Daily Balances and Rates (Dollars in Thousands)

| (Dollars in Thousands) | 3 Months <br> Ended 12/31/2012 <br> Average <br> Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 9/30/2012 Average Balance | Rate of Return/ Cost of Funds \% | 3 Months Ended 12/31/2011 Average Balance | Rate of <br> Return/ <br> Cost of Funds \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EARNING ASSETS |  |  |  |  |  |  |
| Available-for-sale securities, at amortized cost: |  |  |  |  |  |  |
| Taxable | \$327,726 | 2.32\% | \$339,639 | 2.46\% | \$337,405 | 3.27\% |
| Tax-exempt | 132,495 | 5.86\% | 135,362 | 5.69\% | 130,819 | 5.87\% |
| Total available-for-sale securities | 460,221 | 3.34\% | 475,001 | 3.38\% | 468,224 | 4.00\% |
| Interest-bearing due from banks | 23,861 | 0.40\% | 33,929 | 0.36\% | 36,404 | 0.31\% |
| Loans held for sale | 3,204 | 4.10\% | 4,293 | 3.89\% | 953 | 7.08\% |
| Loans receivable: |  |  |  |  |  |  |
| Taxable | 656,020 | 5.97\% | 662,374 | 6.00\% | 669,755 | 6.33\% |
| Tax-exempt | 39,676 | 5.99\% | 37,696 | 6.32\% | 35,744 | 6.29\% |
| Total loans receivable | 695,696 | 5.97\% | 700,070 | 6.02\% | 705,499 | 6.33\% |
| Total Earning Assets | 1,182,982 | 4.83\% | 1,213,293 | 4.82\% | 1,211,080 | 5.25\% |
| Cash | 17,482 |  | 17,466 |  | 17,812 |  |
| Unrealized gain/loss on securities | 18,983 |  | 19,310 |  | 12,710 |  |
| Allowance for loan losses | $(7,849)$ |  | $(7,727)$ |  | $(8,255)$ |  |
| Bank premises and equipment | 18,911 |  | 19,106 |  | 19,286 |  |
| Intangible Asset - Core Deposit Intangible | 149 |  | 165 |  | 230 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  | 11,942 |  |
| Other assets | 44,146 |  | 46,102 |  | 50,743 |  |
| Total Assets | \$1,286,746 |  | \$1,319,657 |  | \$1,315,548 |  |

## INTEREST-BEARING LIABILITIES

Interest-bearing deposits:

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest checking | \$169,782 | 0.12\% | \$166,961 | 0.12\% | \$161,274 | 0.15\% |
| Money market | 208,463 | 0.15\% | 210,269 | 0.16\% | 208,855 | 0.18\% |
| Savings | 110,645 | 0.10\% | 110,133 | 0.10\% | 101,405 | 0.10\% |
| Certificates of deposit | 186,238 | 1.43\% | 199,250 | 1.47\% | 195,774 | 1.81\% |
| Individual Retirement Accounts | 137,565 | 0.58\% | 141,421 | 0.73\% | 149,219 | 1.12\% |
| Other time deposits | 738 | 0.00\% | 1,768 | 0.00\% | 801 | 0.50\% |
| Total interest-bearing deposits | 813,431 | 0.50\% | 829,802 | 0.56\% | 817,328 | 0.73\% |
| Borrowed funds: |  |  |  |  |  |  |
| Short-term | 8,877 | 0.18\% | 5,369 | 0.15\% | 12,673 | 0.09\% |
| Long-term | 86,362 | 4.00\% | 105,811 | 4.02\% | 127,692 | 4.04\% |
| Total borrowed funds | 95,239 | 3.64\% | 111,180 | 3.83\% | 140,365 | 3.68\% |
| Total Interest-bearing Liabilities | 908,670 | 0.83\% | 940,982 | 0.94\% | 957,693 | 1.16\% |
| Demand deposits | 187,748 |  | 191,301 |  | 186,562 |  |
| Other liabilities | 9,086 |  | 8,967 |  | 8,721 |  |
| Total Liabilities | 1,105,504 |  | 1,141,250 |  | 1,152,976 |  |
| Stockholders' equity, excluding other comprehensive income/loss | 169,346 |  | 166,318 |  | 154,484 |  |
| Other comprehensive income/loss | 11,896 |  | 12,089 |  | 8,088 |  |
| Total Stockholders' Equity | 181,242 |  | 178,407 |  | 162,572 |  |
| Total Liabilities and Stockholders' Equity | \$1,286,746 |  | \$1,319,657 |  | \$1,315,548 |  |
| Interest Rate Spread |  | 4.00\% |  | 3.88\% |  | 4.09\% |
| Net Interest Income/Earning Assets |  | 4.19\% |  | 4.09\% |  | 4.33\% |
| Total Deposits (Interest-bearing and Demand) | \$1,001,179 |  | \$1,021,103 |  | \$1,003,890 |  |

(1) Changes in income on tax-exempt securities and loans are presented on a fully tax-equivalent basis, using the Corporation's marginal federal income tax rate of 35\% in 2012 and $34 \%$ in 2011.
(2) Nonaccrual loans have been included with loans for the purpose of analyzing net interest earnings.

Analysis of Average Daily Balances and Rates (Dollars in Thousands)

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Year <br> Ended 12/31/2012 <br> Average <br> Balance | Rate of Return/ Cost of Funds \% | Year Ended 12/31/2011 Average Balance | Rate of Return/ Cost of Funds \% |
| EARNING ASSETS |  |  |  |  |
| Available-for-sale securities, at amortized cost: |  |  |  |  |
| Taxable | \$332,911 | 2.80\% | \$333,441 | 3.39\% |
| Tax-exempt | 131,438 | 5.88\% | 128,463 | 5.98\% |
| Total available-for-sale securities | 464,349 | 3.67\% | 461,904 | 4.11\% |
| Interest-bearing due from banks | 32,337 | 0.35\% | 31,359 | 0.23\% |
| Loans held for sale | 2,611 | 4.10\% | 900 | 5.89\% |
| Loans receivable: |  |  |  |  |
| Taxable | 662,751 | 6.10\% | 679,357 | 6.36\% |
| Tax-exempt | 37,490 | 6.24\% | 35,064 | 6.37\% |
| Total loans receivable | 700,241 | 6.11\% | 714,421 | 6.36\% |
| Total Earning Assets | 1,199,538 | 5.01\% | 1,208,584 | 5.34\% |
| Cash | 17,408 |  | 17,762 |  |
| Unrealized gain/loss on securities | 18,444 |  | 7,105 |  |
| Allowance for loan losses | $(7,688)$ |  | $(8,688)$ |  |
| Bank premises and equipment | 18,956 |  | 21,381 |  |
| Intangible Asset - Core Deposit Intangible | 176 |  | 272 |  |
| Intangible Asset - Goodwill | 11,942 |  | 11,942 |  |
| Other assets | 46,387 |  | 55,087 |  |
| Total Assets | \$1,305,163 |  | \$1,313,445 |  |


| INTEREST-BEARING LIABILITIES |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Interest-bearing deposits: |  |  |  |  |
| $\quad$ Interest checking | $\$ 163,840$ | $0.13 \%$ | $\$ 162,583$ | $0.25 \%$ |
| $\quad$ Money market | 208,814 | $0.17 \%$ | 206,612 | $0.24 \%$ |
| Savings | 108,218 | $0.10 \%$ | 97,099 | $0.17 \%$ |
| Certificates of deposit | 194,175 | $1.55 \%$ | 205,231 | $1.90 \%$ |
| Individual Retirement Accounts | 142,315 | $0.80 \%$ | 154,688 | $2.04 \%$ |
| Other time deposits | 1,191 | $0.08 \%$ | 1,231 | $0.24 \%$ |
| $\quad$ Total interest-bearing deposits | 818,553 | $0.59 \%$ | 827,444 | $0.98 \%$ |
| Borrowed funds: |  |  |  |  |
| $\quad$ Short-term | 6,831 | $0.15 \%$ | 17,216 | $0.13 \%$ |
| $\quad$ Long-term | 105,220 | $4.00 \%$ | 134,894 | $4.02 \%$ |
| $\quad$ Total borrowed funds | 112,051 | $3.77 \%$ | 152,110 | $3.58 \%$ |
| $\quad$ Total Interest-bearing Liabilities | 930,604 | $0.97 \%$ | 979,554 | $1.38 \%$ |
| Demand deposits | 189,916 |  | 173,681 |  |
| Other liabilities | 8,821 |  | 7,492 |  |
| Total Liabilities | $1,129,341$ |  | $1,160,727$ |  |
| Stockholders' equity, excluding |  |  |  |  |
| $\quad$ other comprehensive income/loss | 164,316 |  | 148,324 |  |
| Other comprehensive income/loss | 11,506 |  | 4,394 |  |
| Total Stockholders' Equity | 175,822 |  | 152,718 |  |
| Total Liabilities and Stockholders' Equity | $\$ 1,305,163$ |  | $\$ 1,313,445$ |  |
| Interest Rate Spread |  | $4.04 \%$ |  | $3.96 \%$ |
| Net Interest Income/Earning Assets |  | $4.26 \%$ |  | $4.22 \%$ |
| Total Deposits (Interest-bearing |  |  |  |  |
| and Demand) | $\$ 1,008,469$ |  | $\$ 1,001,125$ |  |

(1) Changes in income on tax-exempt securities and loans are presented on a fully tax-equivalent basis, using the Corporation's marginal federal income tax rate of $35 \%$ in 2012 and $34 \%$ in 2011.
(2) Nonaccrual loans have been included with loans for the purpose of analyzing net interest earnings.

COMPARISON OF NONINTEREST INCOME

| (In Thousands) | Three Months Ended |  |  | Years Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Sept. 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2011 \end{gathered}$ |
| Service charges on deposit accounts | \$1,329 | \$1,290 | \$1,187 | \$5,036 | \$4,773 |
| Service charges and fees | 235 | 239 | 206 | 929 | 849 |
| Trust and financial management revenue | 1,085 | 873 | 864 | 3,847 | 3,472 |
| Brokerage revenue | 148 | 197 | 89 | 801 | 640 |
| Insurance commissions, fees and premiums | 52 | 62 | 65 | 221 | 257 |
| Interchange revenue from debit card transactions | 478 | 477 | 495 | 1,938 | 1,922 |
| Net gains from sales of loans | 662 | 625 | 430 | 1,925 | 1,107 |
| Increase in cash surrender value of life insurance | 108 | 111 | 128 | 455 | 509 |
| Net gain (loss) from other real estate | 33 | (19) | 33 | (66) | 41 |
| Net gain from premises and equipment | (1) | 1 | 0 | 270 | 324 |
| Impairment loss on limited partnership investment | 0 | 0 | 0 | 0 | (948) |
| Other operating income | 231 | 247 | 214 | 961 | 992 |
| Total other operating income, before realized gains on available-for-sale securities, net | \$4,360 | \$4,103 | \$3,711 | \$16,317 | \$13,938 |
| COMPARISON OF NONINTEREST EXPENSE (In Thousands) | Three Months Ended |  |  | Years Ended |  |
|  | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Sept. 30, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Dec. 31, } \\ 2011 \end{gathered}$ |
| Salaries and wages | \$3,615 | \$3,594 | \$3,545 | \$14,370 | \$13,866 |
| Pensions and other employee benefits | 1,059 | 982 | 1,063 | 4,497 | 4,407 |
| Occupancy expense, net | 602 | 610 | 600 | 2,476 | 2,638 |
| Furniture and equipment expense | 469 | 475 | 497 | 1,887 | 1,932 |
| FDIC Assessments | 165 | 165 | 144 | 633 | 832 |
| Pennsylvania shares tax | 301 | 339 | 322 | 1,312 | 1,306 |
| Other operating expense | 1,776 | 2,042 | 1,777 | 7,673 | 7,076 |
| Total noninterest expense, before loss on prepayment of borrowings | 7,987 | 8,207 | 7,948 | 32,848 | 32,057 |
| Loss on prepayment of borrowings | 0 | 2,190 | 0 | 2,333 | 0 |
| Total Noninterest Expense | \$7,987 | \$10,397 | \$7,948 | \$35,181 | \$32,057 |

