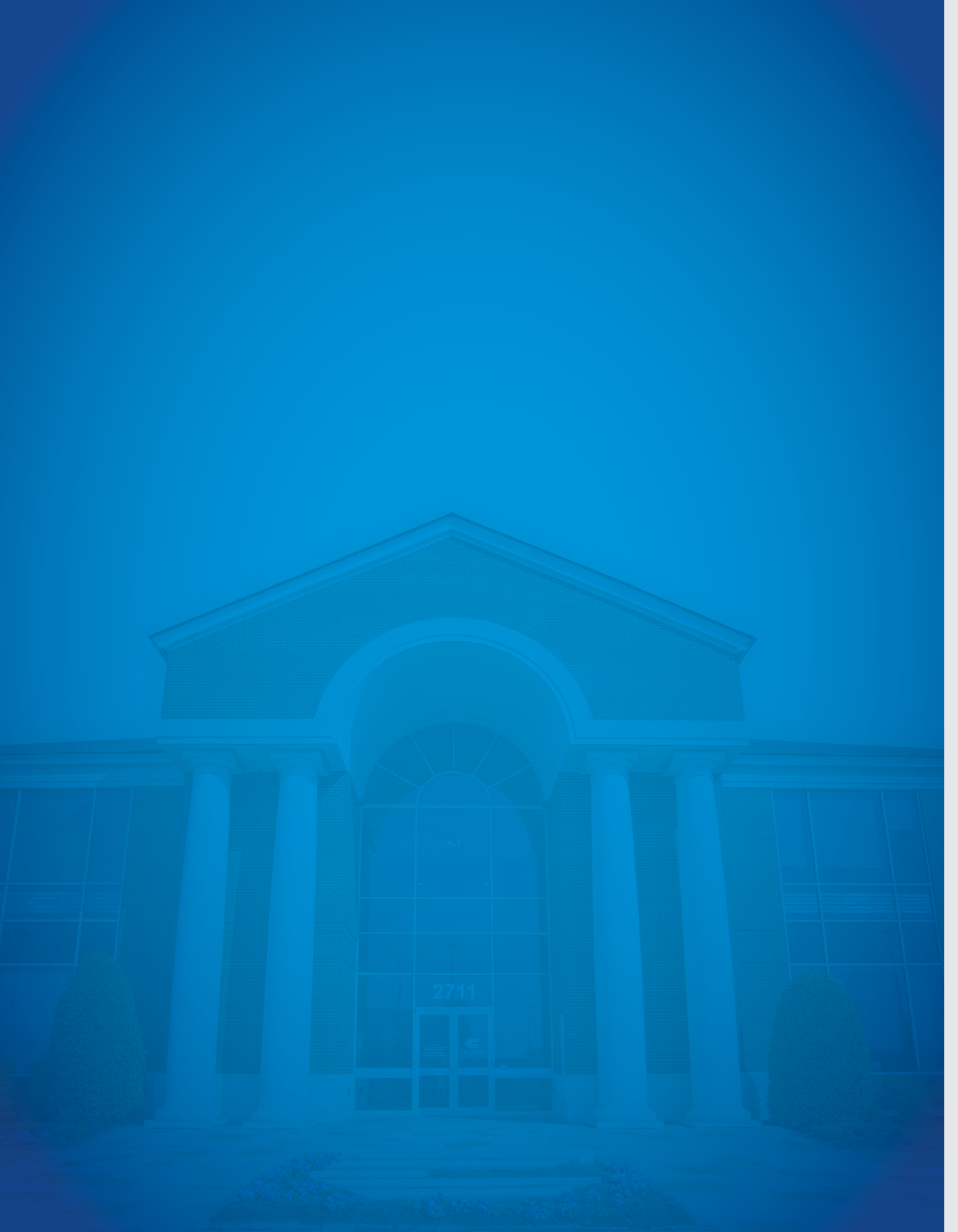




CITIZENS NATIONAL BANK ANNUAL REPORT 2022







Investing in our **COMMUNITIES**

We believe a bank's success is tied to the health of its community. That's why we've always been dedicated to giving back and supporting local businesses, schools, and organizations.

We're excited to be part of the communities we serve and look forward to growing with you!



LOCATIONS

NEW LOCATION MANDEVILLE

4040 W. Florida St., Suite 101
(985) 629-5050

METAIRIE

3908 Veterans Memorial
Blvd Suite A
(504) 324-0080

BEAIRD TOWER

Downtown Shreveport
330 Marshall Street, Ste. 120
Beaird Tower
(318) 629-3921

BENTON ROAD

2005 Benton Road
(318) 747-8888

BOSSIER CITY

Main Office
2711 E. Texas Street
(318) 747-6000

EAST 70TH STREET

1545 E. 70th Street
(318) 797-7707

HAUGHTON

401 W. McKinley Ave
(318) 949-0422

MANSFIELD ROAD

9237 Mansfield Road
(318) 688-2265

MANSFIELD

94 Polk Street
(318) 872-0044

MINDEN

1176 Homer Road
(318) 382-0080

PLAIN DEALING

102 N. Forrest Road
(318) 326-5544

SOUTH BOSSIER CITY

1600 Jimmie Davis Hwy
(318) 747-7626

SPRINGHILL

18 Machen Drive
(318) 539-5656



Dear Fellow **SHAREHOLDER:**

We hope you enjoy the 2022 edition of our Annual Report. It is a great depiction of our core beliefs and our vision. During the challenging time in which we find ourselves, it is important for you to know that we continue to focus on the values that have made our bank successful for almost 40 years. By now we are all familiar with the phrase “banking crisis”, as recent financial events have been extensively covered by the media. It is our observation that these crises are limited to a small handful of banks and are not a reflection of the banking industry, nor are they a reflection of Citizens National Bank. Our banking philosophy continues to be straightforward, transparent, and easy to understand. We receive deposits from our customers and use them to fund loans to support our customers and communities. We take pride in having a high-quality loan portfolio and focus on meeting the credit needs of our local communities first. When we have more deposits than loan demand, we make high quality investments with appropriately structured maturities. Finally, we develop, test, and refine our cash management strategies to minimize risk and balance an acceptable return for our stakeholders.

As you review the financial statements included in our report, please note our growth in a few key metrics. In 2022, our Return on Average Assets was 1.01%, and our Return on Average Equity was 13.26%. These ratios include the expenses related to our expansion into the Jefferson and St. Tammany Parish markets. Loans grew by 21.3%, and our after-tax earnings grew by 15.9%. Performance in these areas allowed the company to maintain its commitment to providing liquidity to our shareholders and return a \$1.00 per share dividend.

Our continued success is based on our ability to attract and retain customers and the great team of employees that has been assembled. If you ever become aware of a potential customer that we could add to the CNB family or an employee you think can add value to the bank, please share their contact information with us.

With warmest regards,



James Williams
Chairman of the Board



Jason D. Smith
President and Chief Executive Officer

Your business STARTS



Scan the QR codes below to hear what our customers have to say about CNB!



STEPHANIE CANE
CFO OF TEMPEST STORM
RENTALS/TEMPEST ENERGY, LLC



“ Hi, my name is **Stephanie Cane**. I am the CFO of Tempest Storm Rentals/Tempest Energy, LLC. We're an emergency storm response company and we respond to emergency power outage events across the United States and Canada. We chose Citizens National Bank because of banking relationships that are in place with a couple of Citizens employees who we know and trust and have worked with for several years. They have always given us the banking services that we need quickly. We understand what they need from us, and they are always responsive to our needs as well. If you are in the local area, and you need a great bank that can help you expand your business, give Joey at Citizens National Bank a call.

“ My name is **Theron McCarthy**, owner of **Maryland Blue Crab, crab house**. We are in the process of opening up a new restaurant in Mandeville. I started using Citizens National Bank over eight months ago because of my personal relationship with my personal banker Joey Donaldson. I knew he could do an amazing job by helping us finance the operation and construction along with the purchase of the equipment for the restaurant.



THON McCARTHY
OWNER OF MARYLAND BLUE CRAB



S.T.E.A.M. EDUCATION FOUNDERS
DR. KATRAYA WILLIAMS
CAPTAIN BENJI WILLIAMS



“ My name is **Dr. Katrya Williams**, **Co-Founder of S.T.E.A.M. Education**, and I'm **Ben Williams**, **Co-Owner and Technology Director**. At Kids College our mission is to provide education equity to strengthen family's, build communities and to provide a S.T.E.A.M. enrichment programs. The reason we selected Citizens National Bank is they care about the community, they care about us, not just a product.

INVESTING



in our COMMUNITIES

We believe a bank's success is tied to the health of its community. That is why we have always been dedicated to giving back and supporting local businesses, schools, and organizations. We are excited to be part of the communities we serve and look forward to growing with you!



JIMMY GRAVES
DIRECTOR OF DEVELOPMENT
MICHAEL LEONARD
ASSOCIATE COORDINATOR



JESSICA MILAN MILLER, M.A., MBA
CHIEF EXECUTIVE OFFICER





**THANK
YOU**

FOR
NAMING US
BOSSIER
CHAMBER'S
BUSINESS
OF THE
YEAR 2022





SCOTT RIDLEY
EXECUTIVE VICE PRESIDENT,
CHIEF RISK OFFICER

We would like to welcome Scott Ridley to the **CNB FAMILY.**

Scott has been in the banking industry in Louisiana for 38 years with extensive executive experience in strategic leadership, business operation, business development, credit leadership, and community engagement.

HERE WE GROW AGAIN! Our newest location in Mandeville, LA



JOEY DONALDSON
SENIOR VICE PRESIDENT,
BUSINESS BANKER



EXECUTIVE MANAGEMENT TEAM



Jason D. Smith, President,
Chief Executive Officer

Dawn Bastarache, Executive Vice President,
Chief Operations Officer

Tommy Boggs, Executive Vice President,
Director of Shareholder Relations

Charles C. Coleman, Executive Vice
President, Business Banking

Frances Dufrene, Executive Vice President,
Retail Banking

Jim M. Hudson, Executive Vice
President, New Orleans Market President

Lyle Jeansonne, Executive Vice President,
Chief Credit Officer

Scott Ridley, Executive Vice President, Chief
Risk Officer

Bill Allred, Senior Vice President,
Chief Technology Officer

Chris Willcox, Senior Vice President, Chief
Financial Officer

THE BOARD OF DIRECTORS

Robert Garland

John Garmany

Kent Gibson

Jay Hearnberger

Glenn Jackson

Kevin McCotter

Wayne McMahan

Mark Montgomery

Mark Porter

Sherb Sentell

Jason D. Smith

James Williams

Dennis Wilson





Citizens family mourns the passing of our dear friend and co-worker, Jana Johnston. Jana began her banking career in 1977 and served in various community banking roles before joining the Citizens family in 2010. She became a trusted partner to countless families and small business owners in Northwest Louisiana during the 45 years of her distinguished career. In addition to her professional service to our community, Jana served through volunteerism, offering her time and talents to many worthy causes. She volunteered through the Bossier Chamber of Commerce, serving on the Military Relations Committee and attending an untold number of ribbon cuttings in support of local small businesses. Jana was a proud supporter of Bossier Schools, where she taught financial

literacy to elementary students, judged events such as Social Studies fairs and served behind the scenes regularly. She had a heart for service, filling needs in many other capacities throughout our community. While Jana's professional and volunteer contributions were significant, her greatest contribution to our Company and community was her unwaveringly cheerful, bright spirit. She uplifted everyone around her with her kindness, words of encouragement and- most of all- her HUMOR!

**THE CITIZENS FAMILY IS GRATEFUL
AND HONORED TO HAVE BEEN A
PART OF THE LIFE OF
JANA JOHNSTON.**



**IN HONOR OF JANA, CNB HAS CREATED
THE JANA B. JOHNSTON EMPLOYEE OF THE YEAR AWARD.**

Each quarter the employees can nominate a coworker for the CNB Employee of the Quarter Award. The JJ Employee of the Year Award will be chosen by the Executive Management Team from the 4 Quarterly Winners.

EMPLOYEE OF THE QUARTER CRITERIA:

1. Must Exhibit Qualities Of Jana
2. Can Be Nominated By Any Employee
3. Cannot Be A Member Of EMT

2022

STATEMENT OF INCOME & EXPENSES

INTEREST INCOME		2022
LOANS:		
Individuals, Partnerships & Corporations		41,480,270
INVESTMENT SECURITIES:		
Taxable		5,700,790
Non-Taxable		1,161,016
Dividends		79,096
Interest on Deposits with Banks		1,390,221
TOTAL INTEREST INCOME		49,811,393
INTEREST EXPENSE		
Deposits		4,229,973
Federal Funds Purchased		17,530
Other Borrowings		1,071,467
TOTAL INTEREST EXPENSE		5,318,970
NET INTEREST INCOME		44,492,423
Less: Allocation for Loan Losses		(1,250,000)
NET INTEREST INCOME AFTER PROVISION FOR POSSIBLE LOSSES		
Adjusted		45,742,423
OTHER REVENUES AND EXPENSES		
Commissions, Fees and Other Income		7,407,657
Total Other Expenses before Income Tax		35,525,641
INCOME BEFORE FEDERAL INCOME TAX		17,624,440
Federal Income Taxes		3,217,122
Net Income After Federal Income Taxes		14,407,318

“2022 was another great year for Citizens National Bank, with growth in all the major categories. We continue to be focused on growing with our customers and communities.”

Jason D. Smith – CEO

- Assets grew **6.8%**
- Deposits grew **9.5%**
- Loans grew **21.3%**
- Earning grew **15.9%**

FINANCIAL HIGHLIGHTS

ASSETS		2022
Cash & Due From Banks		69,449,839
Investment Securities		372,139,501
Other Investments		2,648,170
Loans, Net of Provision for Possible Loan Losses		945,709,478
Fixed Assets		17,196,132
Interest Earned, Not Collected		4,436,804
Other Assets		54,680,328
TOTAL ASSETS		1,466,260,252
LIABILITIES		
Deposits		1,351,939,365
Other Liabilities		18,868,410
TOTAL LIABILITIES		1,370,807,775
CAPITAL ACCOUNTS		
Capital Stock		2,425,500
Surplus		93,026,977
TOTAL CAPITAL ACCOUNTS		95,452,477
TOTAL LIABILITIES & CAPITAL ACCOUNTS		1,466,260,252

It has certainly been a pleasure to meet and assist our Shareholders for the past year. The Shareholder quarterly newsletter highlighting our financial performance, growth and community service has been well received. The services the Bank uses to assist Shareholders have become more frequently utilized. We are in the process of replacing Banclist with My Private Shares to buy and sell our CNB shares. Please use the QR code to view the My Private Shares activation instructions, this is another way to help shareholders understand the current market value of their investment in the bank. Please feel free to call on me for any need that you as our Shareholder or customer may have.

SCAN TO VIEW
Shareholder Instructional document



Tommy Boggs

Executive Vice President,
Director of Shareholder Relations

318.213.1483

tboggs@citizensnb.com





CONTACT INFO



www.citizensnb.com
NMLS#412577