

orange county
BANCORP,
inc.

INVESTOR

Presentation

July/August 2021

Safe Harbor Statement and Disclaimer

Notice to and Undertaking by Recipients

Orange County Bancorp, Inc. ("Orange," the "Bank," the "Company," "we" or "us") has filed a registration statement on Form S-1 (including a prospectus, which is preliminary and subject to completion) with the U.S. Securities and Exchange Commission ("SEC") for the offering to which this presentation relates. Before you invest in any securities, you should read the prospectus in that registration statement and the other documents the Company has filed with the SEC for more complete information about the Company and the offering. You may obtain the documents for free by visiting EDGAR on the SEC website at www.sec.gov. This presentation shall not constitute an offer to sell or the solicitation of an offer to buy securities of the Company, nor shall there be any sale of such securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. This presentation has been prepared by us solely for informational purposes based on our own information, as well as information from public and industry sources. Neither the SEC nor any other regulatory agency has approved or disapproved of our securities or passed upon the accuracy or adequacy of this presentation. Any representation to the contrary is a criminal offense.

Forward-Looking Statements

This presentation contains, and future oral and written statements by us and our management may contain, forward-looking statements. These forward-looking statements represent plans, estimates, objectives, goals, guidelines, expectations, intentions, projections, and statements of our beliefs concerning future events, business plans, objectives, expected operating results, and the assumptions upon which those statements are based. Forward-looking statements include without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and are typically identified with words such as "may," "could," "should," "will," "would," "believe," "anticipate," "estimate," "expect," "aim," "intend," "plan," or words or phrases of similar meaning. We caution that the forward-looking statements are based largely on our expectations and are subject to a number of known and unknown risks and uncertainties that are subject to change based on factors which are, in many instances, beyond our control. Such forward-looking statements are based on various assumptions (some of which may be beyond our control) and are subject to risks and uncertainties, which change overtime, and other factors which could cause actual results to differ materially from those currently anticipated. New risks and uncertainties may emerge from time to time, and it is not possible for us to predict their occurrence or how they will affect us. If one or more of the factors affecting our forward-looking information and statements proves incorrect, then our actual results, performance or achievements could differ materially from those expressed in, or implied by, forward-looking information and statements contained in this presentation. Therefore, we caution you not to place undue reliance on our forward-looking information and statements. We disclaim any duty to revise or update the forward-looking statements, whether written or oral, to reflect actual results or changes in the factors affecting the forward-looking statements, except as specifically required by law. You should read carefully our "Cautionary Note Regarding Forward-Looking Statements" and the factors described in the "Risk Factors" section of our registration statement to better understand the risks and uncertainties inherent in our business.

Industry Information

This presentation includes statistical and other industry and market data that we obtained from government reports and other third-party sources. Our internal data, estimates, and forecasts are based on information obtained from government reports, trade and business organizations and other contacts in the markets in which we operate and our management's understanding of industry conditions. Although we believe that this information (including the industry publications and third party research, surveys, and studies) is accurate and reliable, we have not independently verified such information. In addition, estimates, forecasts and assumptions are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. Finally, forward-looking information obtained from these sources is subject to the same qualifications and the additional uncertainties regarding the other forward-looking statements in this presentation.

Non-GAAP Financial Measures

We present tangible shareholders' equity to tangible assets and efficiency ratios to help us describe our operating performance. Our presentation of these non-GAAP measures is intended as a supplemental measure of our performance that is not required by, or presented in accordance with, U.S. generally accepted accounting principles ("GAAP"). These non-GAAP measures should not be considered as an alternative to performance measures derived in accordance with U.S. GAAP. Our presentation of these non-GAAP measures should not be construed to imply that our future results will be unaffected by these items. See the appendix to this presentation for a reconciliation of these non-GAAP measures to the most directly comparable GAAP financial measures.

March 31, 2021 & June 30, 2021

Numbers contained in this presentation for the quarter ended March 31, 2021 and June 30, 2021 are preliminary and unaudited. As a result, subsequent information may cause a change in certain accounting estimates and other financial information, including the Company's allowance for loan losses, fair values, and income taxes.

Offering Summary

Issuer	Orange County Bancorp, Inc.
Exchange / Ticker	NASDAQ Capital Market / "OBT"
Base Shares Offered	900,000
Underwriters' Option	15%
Filing Range	\$32.00 - \$35.00
Base Offering Size¹	Approximately \$30.15 million
Use of Proceeds	General corporate purposes, growth initiatives, and potential strategic acquisitions
Lock-Up	180 days
Bookrunners	PIPER SANDLER Stephens
Expected Pricing Date	August 4 th , 2021

1) Assumes midpoint of the filing range

Experienced Leadership Team with Strong Ties to the Community



Michael Gilfeather
President, Chief Executive Officer and Director

Mr. Gilfeather has been President and Chief Executive Officer of the Company and the Bank since April 2014 and a Director since 2014. He brings over 35 years of experience to his leadership position. Mr. Gilfeather also serves as a director of Hudson Valley Investment Advisors. Prior to joining Orange County Bancorp, he served as Chief Administrative Officer at Hudson Valley Bank, where he was directly responsible for the branch network, training and development, human resources and the trust department. Before working with Hudson Valley Bank, Mr. Gilfeather was with The Bank of New York for 20 years, where he was the Senior Manager for all retail banking in Manhattan. Mr. Gilfeather has an MBA in Finance from Pace University and a Bachelor of Science in Psychology from Union College. Mr. Gilfeather is the Chairman of the Board of the Orange County Partnership and the Vice Chairman of the New York Bankers Association.



Robert Peacock
Senior Executive VP and Chief Financial Officer

Mr. Peacock joined Orange County Bancorp, Inc. and the Bank as Executive Vice President and Chief Financial Officer in July 2018. In February 2021, Mr. Peacock was promoted to Senior Executive Vice President and Chief Financial Officer. Mr. Peacock has over 35 years of experience in the financial services industry. He previously served as Executive Vice President and Strategic Planning Officer of Spencer Savings Bank, SLA and had been its Treasurer since June 2016. Mr. Peacock served as Chief Financial Officer and Senior Vice President of Spencer Savings Bank, SLA. He has a Master of Business Administration and a BS in Finance and Statistics both from The Wharton School of the University of Pennsylvania.



Gustave Scacco
CEO & Chief Investment Officer HVIA

Mr. Scacco serves as Chief Investment Officer and Chief Executive Officer of HVIA, since February 2015. Mr. Scacco has 30 years of experience in the finance and investment industry. Mr. Scacco has a Bachelor of Business Administration in Management from Adelphi University and a Master of Business Administration in Finance from Hofstra University's Frank Zarb School of Business. Mr. Scacco previously was a Partner at Angelo Gordon Asset Management where as a portfolio manager was part of a team that managed over \$3.5 billion in assets. Prior positions included co-managing Morgan Stanley's Capital Growth Fund, and as an equity analyst and COO at Tiger Management's Tiger Shark fund. Mr. Scacco is a member of the Economics Club of New York and the New York State Society of Certified Public Accountants. As Chief Investment Officer and Chief Executive Officer of HVIA, Mr. Scacco brings knowledge of the wealth management industry and the operations of HVIA, which he has managed for over six years.



Michael Coulter
EVP and Chief Lending Officer

Mr. Coulter joined the Bank in April 2017 as Senior Vice President and Chief Lending Officer and was promoted to Executive Vice President and Chief Lending Officer in February 2019. Prior to joining the Bank, Mr. Coulter served as Executive Vice President of Metropolitan Bank in Manhattan. Prior to Metropolitan, Mr. Coulter held progressively more senior positions at BBVA Compass Bank, Sun National Bank, Citizens and Key Bank — all in the greater New York City and Hudson Valley markets. He has over 35 years of experience in banking. Mr. Coulter has a degree in Business Administration from the State University of New York Orange and also attended the State University of New York at New Paltz.



Joseph Ruhl
EVP and Regional President of Westchester County

Mr. Ruhl joined the Bank in January 2015 to lead the commercial business expansion into Westchester County, and serves as Executive Vice President and Regional President for Westchester. He spent the first part of his career as a practicing attorney until joining Hudson Valley Bank over 20 years ago as first Senior Vice President and Division Executive in charge of its Legal Services Division. Mr. Ruhl has a Juris Doctor from Pace University School of Law and a Bachelor's degree from Fordham University. Mr. Ruhl currently serves as the President of the Board of the St. Philip the Apostle Foundation, a Board member of the Westchester County Bar Foundation, an Advisory Board member of the paralegal program at Mercy College, the Secretary of the Italian American Forum, and a member of the Parks and Recreation Board of the Village of Pleasantville. Mr. Ruhl is also the Co-Chair of the newly formed Program for Legal Advocacy, a strategic partnership between the Elisabeth Haub School of Law at Pace University and the courts of the Ninth Judicial District.



Michael Listner
SVP & Chief Credit Officer

Mr. Listner has served as the Senior Vice President and Chief Credit Officer of the Bank since March 2020. He previously served as 1st Vice President and Senior Credit Officer when he was hired by the Bank in 2018. Before joining the Bank, Mr. Listner previously served as a Senior Vice President, Senior Relationship Manager at Sun National Bank from 2011 to 2014 and then again from 2016 to 2018. He was Senior Vice President, Senior Relationship Manager with BBVA from 2015 to 2016. Prior to his roles in the banking industry, Mr. Listner was an Associate Director with Standard & Poor's, covering structured finance products and both investment grade and high yield corporates. Mr. Listner holds a Master of Business Administration with concentrations in Finance and Accounting from NYU Stern School of Business and a Bachelor of Science with dual majors in Finance and Economics from Villanova University.

Investment Highlights



Strong and Experienced Management Team



Highly Attractive Market Geography and Scarcity Value of Franchise



Complementary Offerings in Private Banking and Trust & Wealth Businesses



Strong, Low Cost Deposit Base: 50% Transaction Accounts, 16bps Total Cost¹



Demonstrated Loan Growth Driven by Differentiated Service



Successful and Ongoing Expansion of Market Footprint



Ability to Take Advantage of M&A Driven Market Disintermediation



Consistent and Attractive Performance

¹⁾ For the quarter ended March 31, 2021

Franchise Overview

Strong Banking Institution with Established Presence in Stable Markets

Geographic Presence¹



2021 Q1

\$1.9B	\$1.2B	\$1.7B	\$1.2B
TOTAL ASSETS	TOTAL NET LOANS	TOTAL DEPOSITS	AUM

1) Recent approval of new branch in Nanuet, which is scheduled to open in the next 3 months
 2) See Page 28 for non-GAAP reconciliation information

Company Background and Financial Snapshot

Background

- Bank was established in 1892 and has operated successfully for over 125 years
- Headquartered in Middletown, NY
- Premier business bank in the Hudson Valley region, operating in diverse and stable markets
- Highly attractive core deposit franchise
- Full service commercial bank with focus on small to medium sized businesses
- Diverse, high-margin private banking and trust/wealth management service offerings

Financial Snapshot as of and for the Three Months Ended March 31, 2021

YTD Profitability	NIM	3.28%
	ROAA	1.13%
	ROAE	14.94%
	Efficiency Ratio	62.03%
Regulatory Capital	TCE / TA ²	6.72%
	Tier 1 Leverage	8.19%
	Tier 1 Capital Ratio	12.39%
Asset Quality	Total Capital Ratio	13.64%
	MRQ NCOs / Average Loans	0.00%
	NPAs / Assets	0.13%
	Loan Loss Reserves / Gross Loans	1.32%

Balanced, Client-Driven Business Model

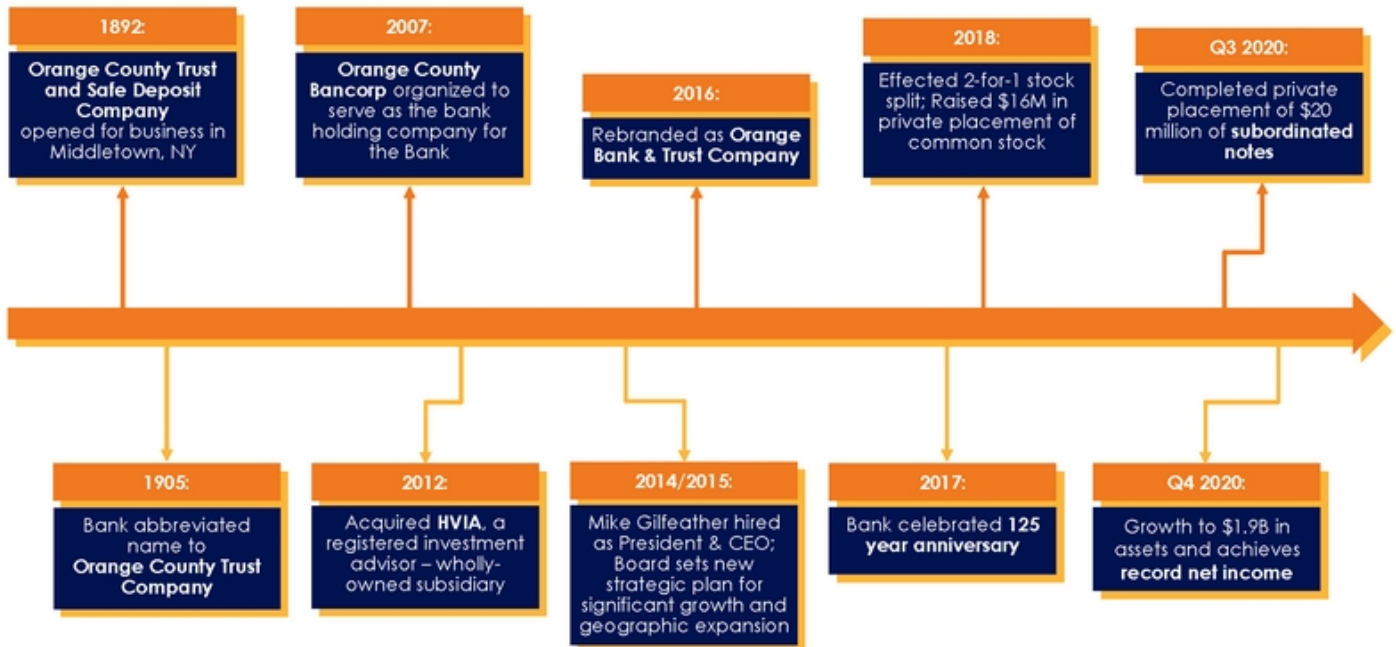
Client-Driven Service Unifies Three Unique Product Areas



Note: Key financials are as of March 31, 2021

Business Evolution and Milestones

In 2016, the Bank rebranded as Orange Bank & Trust Company to reflect its ambitions to expand in the Lower Hudson Valley region and the Westchester and Rockland county markets.

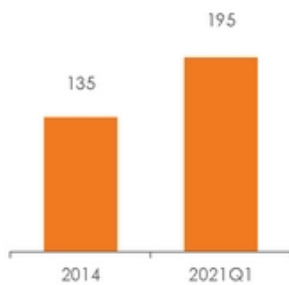


Our History, Transformation and Significant Growth and Expansion

Significant Investments in People, Systems and Footprint Expansion...

... Has Led to Strong Balance Sheet Growth and Enhanced Profitability

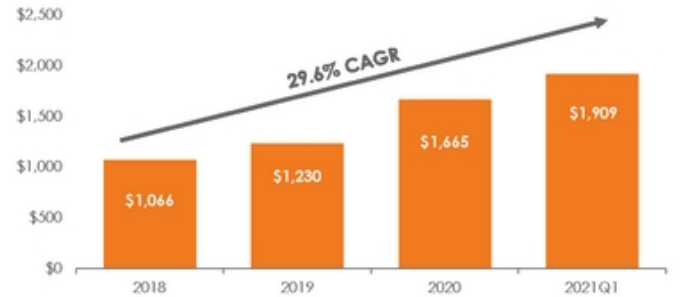
FTE Count



Noninterest Expense (\$M)



Total Assets (\$M)



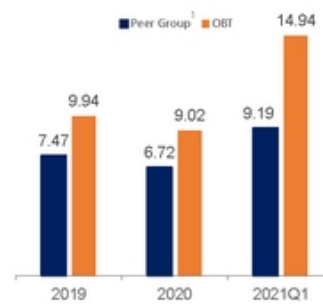
Expansion of Franchise Footprint

- + 2015: Opened White Plains branch (Westchester)
- + 2016: Opened Mamaroneck & Hawthorne branches (Westchester)
- + 2017: Opened New City branch (Rockland)
- + 2017: Opened Mount Vernon branch (Westchester)
- 2017: Closure of Vails Gate branch (Orange)
- 2018: Sale of Fishkill branch (Dutchess)
- + 2018: Opening of Cortlandt Manor branch (Westchester)
- + 2019: Opened LPO in Bronx, NY market
- + 2021: Opened Bronx branch and opening Nanuet branch in 2021 Q3

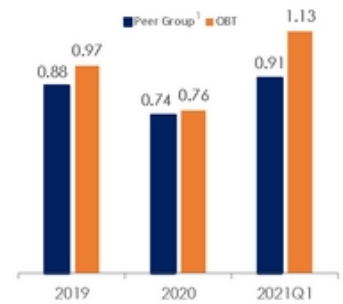
5 Net Branches Added Since 2015 – 55% increase

Profitability Improvement

Return on Average Equity (%)



Return on Average Assets (%)



1) Source: S&P Global Market Intelligence. Peers include NASDAQ, NYSE, NYSEAM, and OTC-traded U.S. banks and thrifts in the NYC MSA with total assets under \$50 billion as of 2021 Q1, excluding merger targets and mutuals

Competitive Strengths

<p>Premier commercial bank in the Lower Hudson Valley</p>	<ul style="list-style-type: none"> • Largest locally headquartered bank in the Lower Hudson Valley based on deposit market share • Track record capturing talent and customers through regional bank merger and consolidation activity • Expanding physical presence in the Lower Hudson Valley region
<p>Attractive core deposit franchise</p>	<ul style="list-style-type: none"> • Orange County's go-to community bank for consumers for more than 100 years • Banking businesses, not-for-profit institutions, municipalities and other organizations • Wide array of commercial banking and treasury management product offerings • Business development focus on capturing long-term deposit relationships
<p>Well positioned for a rising rate environment</p>	<ul style="list-style-type: none"> • 70.1% loan to deposit ratio • Relationship-based deposit portfolio and client service • 2015 – 2019 total deposit beta of 5.4%, significantly below local peer average of 26.9% (see page 17)
<p>Private banking and wealth management</p>	<ul style="list-style-type: none"> • Since inception, trust and estate services have been an area of differentiation relative to local competitors • Private bank offering is highly complementary and rounds out a full suite of products available to clients • Dedicated, personalized attention to clients with larger, more complex banking needs • Leverages all four core businesses — deposits, loans, asset management (through HVIA) and trust and estate services
<p>Disciplined underwriting and credit administration</p>	<ul style="list-style-type: none"> • Strong risk management culture supported by comprehensive policies and procedures • Monitor categories of lending activity within portfolio and actively establish and adjust sub-limits • At 1.47% of loans excluding PPP loans, our reserve levels exceed the median level of NASDAQ traded bank and savings and loan holding companies, banks and thrifts with consolidated assets between \$1.0 and \$3.0 billion
<p>Scalable operating model</p>	<ul style="list-style-type: none"> • Operating leverage to support significant growth without a corresponding increase in expenses • 60+ additions to full-time staff since 2014 and six branch openings since 2015 with more on the way • Development of full range of business banking technology infrastructure and services • Created customized software for certain industry verticals

Note: Financial data as of March 31, 2021

Franchise Scarcity Value in Highly Attractive Markets

Orange County

- Attractive and stable market
- 60 miles from New York City
- 129-year-operating history in the region
- Strong foundation for growth and low-cost deposit funding
- Recent COVID-19 related population growth

Westchester & Rockland Counties

- Primary OBT growth markets
- Large, economically diverse and affluent markets
- Unbalanced Market: large regional/national banks, few small community banks
- Reputation as leading local bank for small business
- Significant long-term growth opportunity relative to current market share

Bronx County

- Densely populated area with approximately 1.4 million residents
- Diversified economy typical of urban population centers
- Persistent need for housing in the region generates growth through demand for construction lending and refinancing activity

Attractive Demographics in a Large, Growing Addressable Market

Median Household Income (\$000)



1) Defined as Lower Hudson Valley region. Includes Orange, Westchester, and Rockland counties. Community Bank defined as regulated depositories less than \$5 billion in 2021Q1 total assets. Note: Deposit data as of June 30, 2020. Source: FDIC, S&P Global Market Intelligence

Largest Locally Headquartered Bank in the Lower Hudson Valley¹

Deposits in the Market (\$ in millions)

Bank	Deposits (\$ in millions)	Rank
JPMorgan Chase	\$22,408	1
Webster Financial	\$14,899	2
Citigroup	\$7,419	3
Toronto-Dominion	\$5,738	4
Wells Fargo	\$5,138	5
Orange County Bancorp	\$1,438	14
PCSB	\$679	18
Walden	\$592	19
Northeast Community	\$421	21
Walkill Valley	\$167	26
Berkshire Bancorp	\$133	28
Rhinebeck Bancorp	\$130	29
Salisbury Bancorp	\$123	30
First Federal Savings	\$90	32
ES Bancshares	\$88	33

Business Strategy

<p>Leverage Relationships to Drive Organic Growth</p>	<ul style="list-style-type: none"> • The bank's historical success has been closely tied to that of its clients and the communities it serves • Seek trusted advisor role with clients as they build their businesses with the Bank's resources and support
<p>Derive Loan Growth Through Differentiated Service</p>	<ul style="list-style-type: none"> • Majority of loan growth comes from existing clients and referrals • Direct access to senior management offers customers quicker response time on loan applications and other transactions • Differentiated level of service provides a pricing advantage, often resulting in higher loan rates
<p>Continue to Grow Core Deposit Franchise</p>	<ul style="list-style-type: none"> • Core deposits comprise 94.8% of total funding, attributed to the bank's long-standing relationships with clients • Cash management has helped the bank expand depth and efficiency of deposit product offerings • By broadening its suite of business services in 2020, deposits and loans grew 37.5% and 29.2% respectively over year end 2019
<p>Continue to Build Fee-Based Business</p>	<ul style="list-style-type: none"> • Having recently reached \$1.2 billion in combined AUM in 2021Q1, the Company's trust and advisory services businesses provide a strong foundation of fee-based revenue • Company intends to expand HVIA's services into Westchester and Rockland counties • Private Banking service enables approximately 360 clients to leverage the resources of the platform
<p>Capitalize on Market Disruption</p>	<ul style="list-style-type: none"> • Lower Hudson Valley market has experienced significant consolidation with the sales/mergers of The Westchester Bank, Sterling National Bank, Hudson Valley Bank, Hometown Bank and Greater Hudson Bank • M&A consolidation presents opportunities to hire seasoned bankers positioned to thrive under the bank's personalized, customer-centric business model
<p>Strategic Expansion</p>	<ul style="list-style-type: none"> • Exploration of new opportunities for expansion remains a key initiative • Ongoing investments in Rockland, Westchester and Bronx Counties continue to be significant drivers of growth & profitability
<p>Engage in Opportunistic M&A</p>	<ul style="list-style-type: none"> • Strategic opportunities to produce attractive returns for stockholders may be evaluated • Opportunities could include fee-based business, whole bank or branch acquisitions that would improve market position in geographies with attractive demographics

Note: Financial data as of March 31, 2021

Consistent History of Growth

Current Success is Attributed to Disciplined Organic Growth

Total Assets (\$M)



Gross Loans Ex. PPP (\$M)



Total Deposits (\$M)



Consolidated Equity (\$M)

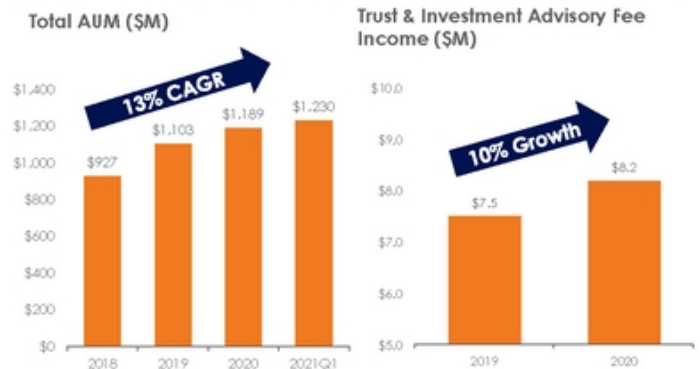


Diversified Revenue Sources

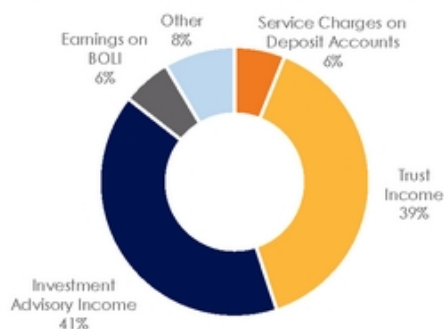
Unique and complementary ability to offer private banking and wealth management services to OBT clients

- **Trust Services (Division of the Bank):** offering traditional trust and administration services to local clients and with a niche focus on Special Needs Trust and Guardianship service
- **HVIA:** RIA offering asset management, financial planning and wealth management services
- Recent launch of the Orange Wealth Management initiative, which includes services offered by HVIA, private banking and the trust department in a coordinated strategy for growth
- Plan to expand HVIA's services into Westchester and Rockland Counties

Demonstrated Growth in Revenue & AUM



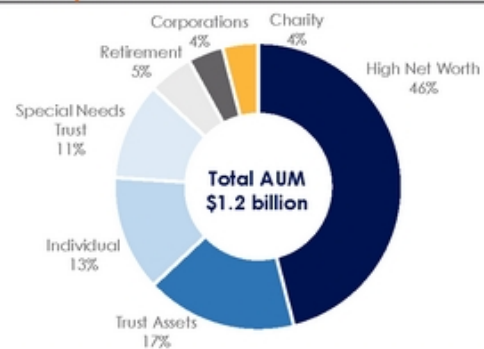
Noninterest Income Composition 2021Q1



2020 Noninterest Income to Total Revenue: 19.2%

Note: Financial data as of March 31, 2021 unless otherwise noted

AUM Composition 2021Q1



HVIA AUM: \$672 million, or 54.6% of the total
Trust Department AUM: \$558 million, or 45.4% of the total

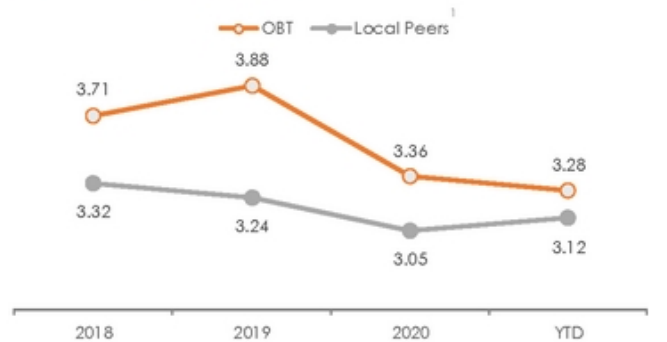
Strong and Consistent Historical Profitability

Success Maintaining Strong Profitability Metrics

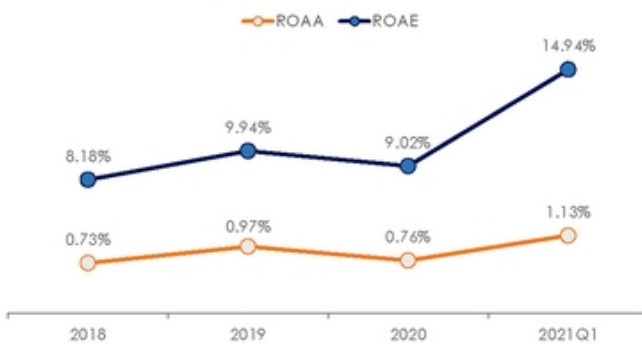
Net Income (\$M)



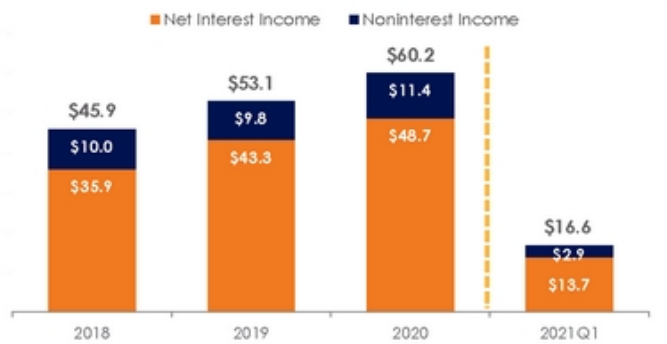
Net Interest Margin (%)



ROAA and ROAE (%)



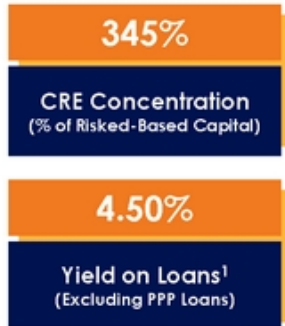
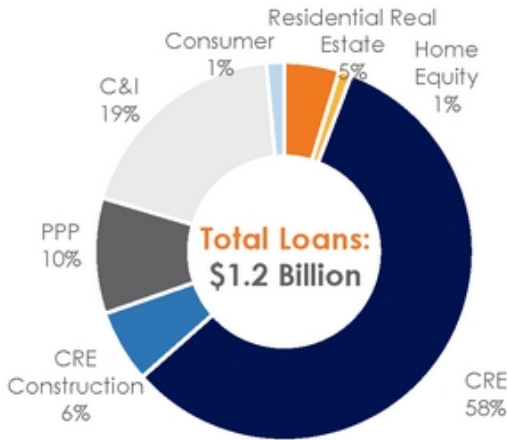
Pre-Provision Net Revenue (\$M)



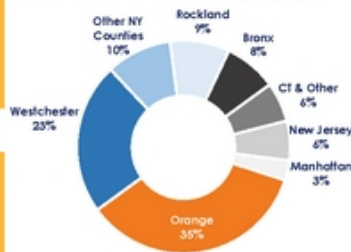
1) Local Peers include NASDAQ, NYSE, NYSEAM, and OTC-traded U.S. banks and thrifts in the NYC MSA with total assets under \$50 billion as of 2021Q1, excluding merger targets and mutuals

Loan Composition

Highly Diversified Portfolio with Conservative Concentrations



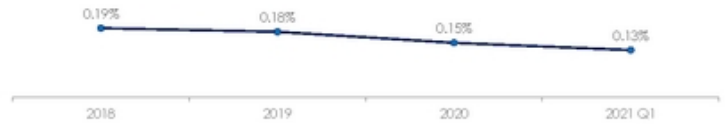
Composition by Geography



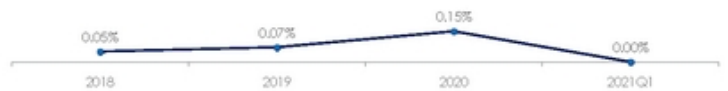
Loan Portfolio Commentary

- Strong asset quality, historically managed well through cycles
- Majority of lending occurs within market; ~75% of loans are in market as of March 31, 2021, with ~\$121.8M PPP loans

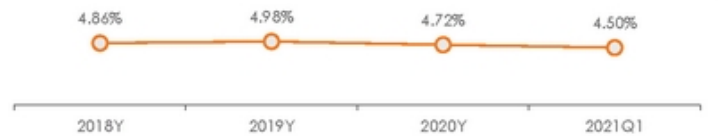
NPAs / Assets (%)



Net Charge-off (NCOs) / Average Loans (%)¹



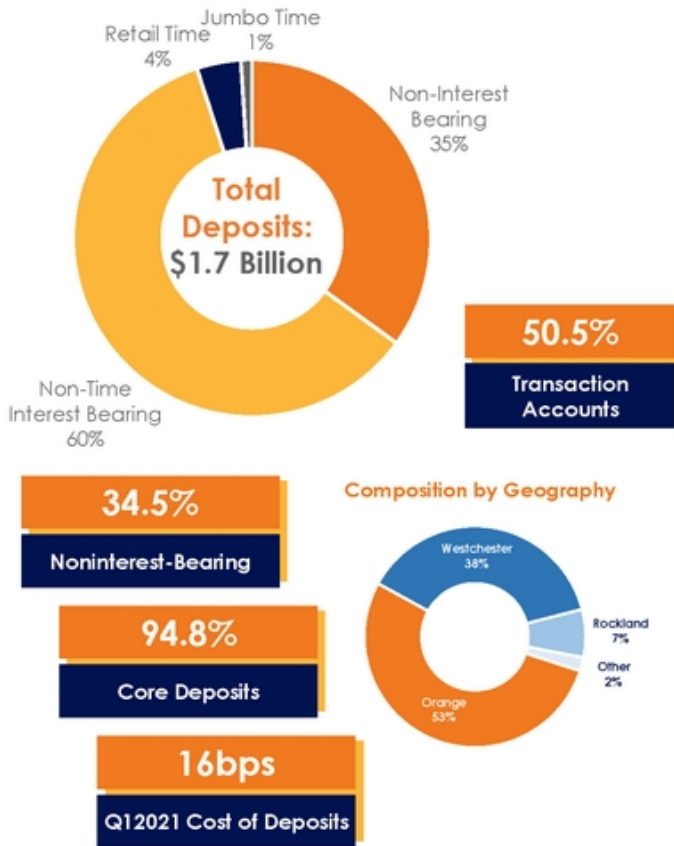
Historical Yield on Loans



Note: Financial data as of March 31, 2021

Leading Core Deposit Franchise

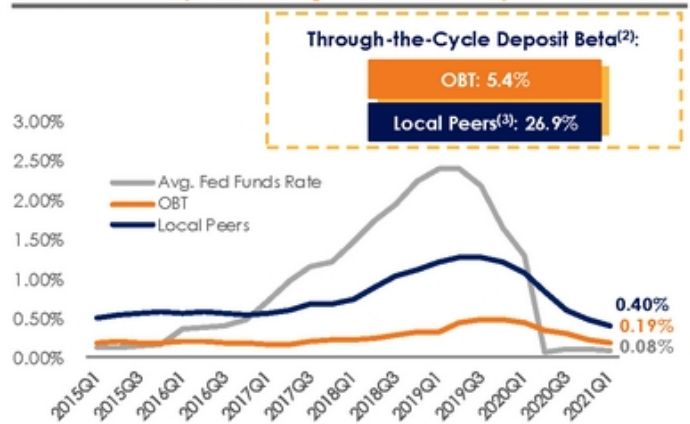
Stable and Low Cost Core Funding Base



Areas of Focus

- **Keys to Success**
 - ✓ Dedicated Deposit Relationship managers
 - ✓ Investment into Treasury / Cash management product suite
- **Escrow**
 - ✓ Attractable DDA capture
- **Municipal Deposits**
 - ✓ Competitive products and niche focus
 - ✓ Focused on local opportunities
 - ✓ Long-term relationships

Cost of Total Deposits During '15 - '19 Rate Cycle⁽¹⁾



Source: S&P Global Market Intelligence, FDIC. Note: FDIC deposit data as of 6/30/2020.

1) Cost of total deposits calculated using total annualized deposit interest expense and average total deposits in the given period.

2) Deposit beta is calculated as the change in the bank's deposit costs as a percentage of the change in the Fed Fund Rate, measured from 2015Q1 to 2019Q1.

3) Local Peers include NASDAQ, NYSE, NYSEAM, and OTC-traded U.S. banks and thrifts in the NYC MSA with total assets under \$50 billion, excluding merger targets and mutuals.

Recent Developments

Q2 2021 Highlights

Continued Balance Sheet and Net Income Growth:

1. Increased interest and fee income on increased loan balances, including PPP
2. Decline in cost of funds
3. Decline in provision for loan losses
4. Increase in noninterest income due to increased trust income and investment advisory income

Partially offset by corresponding noninterest expense and provision for income taxes

COVID-19 Developments:

As of June 30, 2021, 13 loans totaling \$12.4 million, or 1.0% of the loan portfolio, were still on a COVID-19 deferment, down from 29 loans totaling \$48.8 million, or 4.2% of the loan portfolio, as of December 31, 2020.

- Eight CRE loans totaling \$11.7 million
- Five C&I loans totaling \$745,000

Q2 2021 Unaudited Preliminary Financial Results

Dollar Value in Millions

		At			
		6/30/21	3/31/21	12/31/20	
Balance Sheet	Total Assets	\$2,052.2	\$1,908.8	\$1,664.9	
	Total Net Loans	1,269.9	1,215.3	1,136.6	
	PPP Loans	108.7	121.8	69.0	
	Total Deposits	1,871.7	1,733.6	1,489.3	
	Shareholders Equity	140.9	135.1	135.4	
AUM	Assets under management and/or administration	1,237	1,230	1,189	
Income Statement	Provision for Loan Losses	\$0.8	\$1.3	\$0.9	\$2.5
	Noninterest Income	3.0	3.0	5.9	5.5
	Trust & Advisory Fee Revenue	2.4	1.9	4.7	3.9
	Noninterest Expense	10.4	9.9	20.7	19.5
	Net Income	5.2	2.9	10.2	5.4
Profitability	NIM	3.09%	3.34%	3.18%	3.51%
	ROAA	1.05%	0.77%	1.09%	0.77%
	ROAE	14.97%	8.94%	14.95%	8.47%

orange county
BANCORP,
inc.

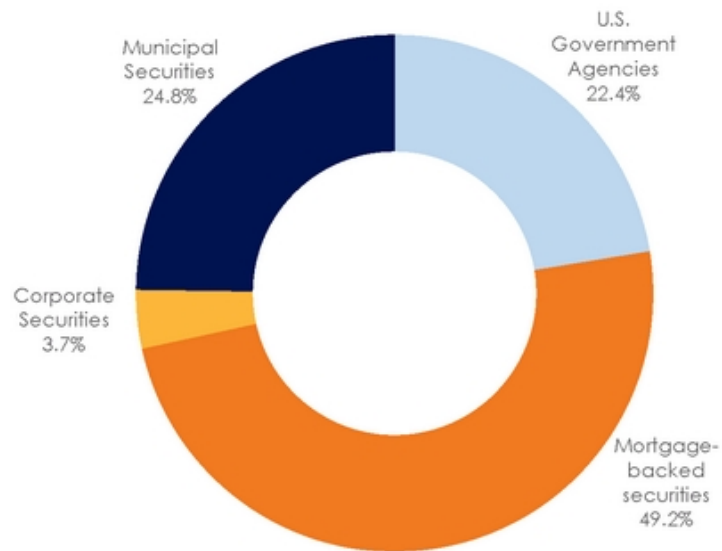
Investment Highlights

-  **Strong and Experienced Management Team**
-  **Highly Attractive Market Geography and Scarcity Value of Franchise**
-  **Complementary Offerings in Private Banking and Trust & Wealth Businesses**
-  **Strong, Low Cost Deposit Base: 50% Transaction Accounts, 16bps Total Cost¹**
-  **Demonstrated Loan Growth Driven by Differentiated Service**
-  **Successful and Ongoing Expansion of Market Footprint**
-  **Ability to Take Advantage of M&A Driven Market Disintermediation**
-  **Consistent and Attractive Performance**

1) For the quarter ended March 31, 2021

Appendix

Available for Sale Securities Portfolio Composition



Note: Estimated fair value as of March 31, 2021

Interest Rate Sensitivity

At March 31, 2021		
Change in Interest Rates (basis points) ¹	Net Interest Income Year 1 Forecast	Year 1 Change Base Case
<i>(Dollars in thousands)</i>		
Shock Up 400 bps	62,650	+ 12.2%
Shock Up 300 bps	60,888	+ 9.0%
Shock Up 200 bps	59,072	+ 5.8%
Shock Up 100 bps	57,447	+ 2.8%
Base	55,860	0.0%
Shock Down 100 bps	54,775	- (1.9%)

1) This analysis assumes an instantaneous and parallel rate shock across the entire yield curve for the scenarios indicated

Consolidated Historical Balance Sheet

<i>Dollar Values in Thousands</i>	As of December 31,		Quarter Ended,
	2019	2020	3/31/2021
Assets			
Cash and due from banks	25,112	121,232	253,091
Investment securities — available-for-sale	254,915	330,105	359,372
Restricted investment in bank stocks	1,474	1,449	1,752
Allowance for loan losses	12,275	16,172	16,283
Total Net Loans	879,849	1,136,566	1,215,345
Goodwill	5,359	5,359	5,359
Intangible Assets	2,249	1,963	1,892
Other Assets	60,594	68,262	71,943
Total Assets	1,229,552	1,664,936	1,908,754
Liabilities			
Deposits	1,083,132	1,489,294	1,733,559
FHLB Advances	5,000	—	—
Note Payable	3,000	3,000	3,000
Subordinated notes, net of issuance costs	—	19,323	19,340
Accrued expenses and other liabilities	16,357	17,896	17,774
Total Liabilities	1,107,489	1,529,513	1,773,673
Equity			
Total Shareholders' Equity	122,063	135,423	135,081
Total Liabilities & Shareholders' Equity	1,229,552	1,664,936	1,908,754

Source: S&P Global Market Intelligence

Consolidated Historical Income Statement

Dollar Values in Thousands	For the Year Ended December 31,		Quarter Ended,
	2019	2020	3/31/2021
Interest Income	48,121	53,461	14,762
Interest Expense	4,840	4,722	1,022
Net Interest Income	43,281	48,739	13,740
Provision for Loan Losses	2,195	5,413	66
Investment Securities Gains (Losses)	(219)	804	–
Total Noninterest Income	9,814	11,423	2,892
Total Noninterest Expense	36,491	40,231	10,316
Income before Income Taxes	14,409	14,518	6,250
Provision for Income Taxes	2,928	2,839	1,225
Net Income	11,481	11,679	5,025
Basic and Diluted Earnings Per Share	\$2.56	\$2.59	\$1.12
Profitability Metrics (%)			
ROAA	0.97	0.76	1.13
ROAE	9.94	9.02	14.94
Net Interest Margin	3.88	3.36	3.28
Efficiency Ratio	68.7	66.9	62.0

Source: S&P Global Market Intelligence

Top 10 Lending Relationships

	Number of Loans	Total Commitment	Outstanding Balance	Loan Percentage
(Dollars in Thousands)				
Relationship 1 ^a	8	\$21,918	\$15,342	1.24%
Relationship 2 ^b	5	\$16,552	\$13,552	1.10%
Relationship 3	3	\$15,970	\$13,870	1.12%
Relationship 4 ^c	5	\$15,639	\$15,638	1.27%
Relationship 5	15	\$15,261	\$14,181	1.15%
Relationship 6	1	\$15,000	\$15,000	1.21%
Relationship 7	4	\$14,463	\$14,463	1.17%
Relationship 8 ^d	21	\$14,371	\$14,049	1.14%
Relationship 9	7	\$14,128	\$14,126	1.14%
Relationship 10	1	\$12,412	\$12,412	1.00%
Top Ten Lending Relationships	70	\$155,714	\$142,633	11.54%
Total Unpaid Principal Balance of Total Loans			\$1,235,737	100.00%

(a) Includes \$6.6 million in PPP loans

(b) Includes \$494,000 in PPP loans

(c) Includes \$3.3 million in PPP loans

(d) Includes \$407,000 in PPP loans

Note: Financial data as of March 31, 2021











COVID-19 Impacted Portfolios

- As of March 31, 2021, approximately 2.6% of loans were under the deferral program, compared to 29.5% as of June 30, 2020

COVID-19 Loan Modifications Outstanding As Of

Industry Classification	30-Jun-20		30-Sep-20		31-Dec-20		31-Mar-21	
	# Loans	Total Loan Balance	# Loans	Total Loan Balance	# Loans	Total Loan Balance	# Loans	Total Loan Balance
Real estate and rental & leasing	101	\$132,807	24	\$50,561	6	\$4,516	5	\$6,677
Healthcare	134	39,348	49	16,362	12	11,757	6	7,484
Construction	10	8,339	1	—	—	—	—	—
Retail trade	11	20,374	4	19,322	1	11,178	—	—
Company & enterprise mgmt.	8	19,122	1	3,353	—	—	—	—
Wholesale trade	14	13,786	1	43	—	—	—	—
Manufacturing	17	6,504	—	—	—	—	—	—
Hotel/motel	7	7,997	1	912	3	7,593	3	7,588
Professional	9	2,871	1	145	—	—	2	52
Finance & insurance	1	54	—	—	—	—	—	—
Contractors	14	6,891	—	—	—	—	—	—
Educational & childcare	3	4,185	—	—	—	—	—	—
Administration mgmt..	5	8,757	2	7,764	2	6,884	2	6,882
Food services	11	10,597	1	6,495	1	443	3	650
Art, entertainment & recreation	3	2,992	2	2,931	1	2,878	1	2,878
Transportation & warehouse	6	1,400	3	1,307	—	—	—	—
Residential real estate & other	57	24,328	9	2,149	3	3,520	—	—
Total deferred	411	\$310,352	99	\$111,344	29	\$48,769	22	\$32,211
Unpaid principal balance of total loans		\$1,052,726		\$1,081,961		\$1,155,659		\$1,235,737
% of loans deferred		29.5%		10.3%		4.2%		2.6%

Board of Directors

Name	Title	Age ¹	Current / Prior Experience
 Louis Heimbach	Chairman of the Board	87	Retired Chairman, President and CEO of Sterling Forest LLC, served 12 years as County Executive of the County of Orange
 Michael J. Gilfeather	President, CEO & Director	63	President and CEO of Orange County Bancorp, Inc.
 Gregory F. Holcombe	Director	60	Builder, owner and manager of multi-family and mixed use properties in lower Westchester County
 Susan G. Metzger	Director	76	Retired after 30 years of experience in environmental sciences, former principal of Lawler, Matusky & Skelly Engineers LLP and senior consultant to HDR Engineers, Inc.
 William D. Morrison	Director	66	Served for 23 years as a senior account executive in commercial insurance with Marshall & Sterling Insurance Company
 Virginia K. Rizzo	Director	77	Owner and president of Eclat, a management and human resources consulting firm, and Vice President of Rizzo, Inc., a commercial moving company
 Jonathan F. Rouis	Director	50	Partner at RBT CPAs, an accounting, auditing, tax and consulting firm, former managing partner at Rouis & Company LLC CPAs
 Richard B. Rowley	Director	67	Former CEO and owner of Rowley Building Products and Window Tech, President of Libertyville Capital Group and Rowley Development Corp.
 Terry R. Satumo	Director	70	Retired President and CEO of Orange County with over 45 years of service with the Company
 Gustave J. Scacco	Director	59	Chief Investment Officer and CEO of HVIA

Morrison Family Ownership (excluding Director William D. Morrison): 29.6%²

Director & Executive Officer Ownership: 11.7%

1) Age as of March 31, 2021

2) To our knowledge, although there is no written agreement between members of the Morrison family to act in concert, relatives of director William D. Morrison and William D. Morrison beneficially owned collectively approximately 30.8% of our outstanding shares of common stock as of March 31, 2021. William D. Morrison beneficially owned approximately 1.2% of our outstanding shares of common stock as of March 31, 2021.

Non-GAAP Reconciliation

<i>Dollar Values in Thousands</i>	As of the Year Ended December 31,			Quarter Ended,
	2018	2019	2020	3/31/2021
Total Common Equity	109,279	122,063	135,423	135,081
Goodwill	5,359	5,359	5,359	5,359
Other Intangibles	2,535	2,249	1,963	1,892
Less: Total Intangible Assets	7,894	7,608	7,322	7,251
Tangible Common Equity	101,385	114,455	128,101	127,830
Total Assets	1,065,612	1,229,552	1,664,936	1,908,754
Goodwill	5,359	5,359	5,359	5,359
Other Intangibles	2,535	2,249	1,963	1,892
Less: Total Intangible Assets	7,894	7,608	7,322	7,251
Tangible Assets	1,057,718	1,221,944	1,657,614	1,901,503
Tangible Common Equity / Tangible Assets	9.59%	9.37%	7.73%	6.72%
GAAP-based Efficiency Ratio	74.65%	68.73%	66.87%	62.03%
Net interest Income	35,912	43,281	48,739	13,740
Noninterest Income	10,019	9,814	11,423	2,892
Less: Net Gains on Sale of Securities	–	(219)	804	–
Adjusted Revenue	45,931	53,314	59,358	16,632
Total Noninterest Expense	34,286	36,491	40,231	10,316
Efficiency Ratio, Adjusted	74.65%	68.45%	67.78%	62.03%

Source: Company filing