

# Peoples Financial Services Corp. (PFIS)

Market Cap: \$36.1mil

JUNE 14-15, 2022



## Management - Peoples Financial Services Corp.

**Craig Best**  
CEO

**John Anderson**  
EVP & CFO

**Thomas Tulaney**  
President & COO

## Roadshow Host

**Matt Breese**  
Managing Director  
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Space will be limited. Meeting times and itinerary subject to change. To join the trip or to obtain more information, please contact your Stephens sales representative.

## About Peoples Financial Services Corp.

Peoples Financial Services Corp. is a \$3.4 billion commercial bank based out of Scranton, PA. The bank's principal market area consists of Eastern Pennsylvania, including Bucks, Lackawanna, Lebanon, Lehigh, Luzerne, Monroe, Montgomery, Northampton, Susquehanna, Wayne and Wyoming Counties and Broome County in New York, with roughly half of the company's offices located around Scranton. Through 29 branches, the company offers a traditional suite of commercial and consumer products, but the balance sheet is predominately commercial-focused with ~60% of loans consisting of CRE, multi-family and C&I loans. On the funding side, the company has \$3.0 billion in deposits, of which 26% are non-interest bearing and ~10% are CDs. In terms of market share, the company is ranked #23 in Pennsylvania with top three market share in Lackawanna, PA (#3), Susquehanna, PA (#1), and Wyoming, PA (#1).