



Community Bancorp.
(OTCQX: CMTV)
Investor Presentation
November 2021

Forward-Looking Statements

This presentation contains forward-looking statements that are intended to be covered by the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including, without limitation, statements about the Company's financial condition, capital status, dividend payment practices, business outlook and affairs. Although these statements are based on management's current expectations and estimates, actual conditions, results, and events may differ materially from those contemplated by such forward-looking statements, as they could be influenced by numerous factors which are unpredictable and outside the Company's control. Factors that may cause actual results to differ materially from such statements include, among others, the following: (1) general economic or monetary conditions, either nationally or regionally, continue to decline, resulting in a deterioration in credit quality or diminished demand for the Company's products and services; (2) changes in laws or government rules, or the way in which courts interpret those laws or rules, adversely affect the financial industry generally or the Company's business in particular, or may impose additional costs and regulatory requirements; (3) interest rates change in such a way as to reduce the Company's interest margins and its funding sources; and (4) competitive pressures increase among financial services providers in the Company's northern New England market area or in the financial services industry generally, including pressures from nonbank financial service providers, from increasing consolidation and integration of financial service providers and from changes in technology and delivery systems. These statements speak only as of the date of this presentation and the Bank does not undertake any obligation to update or revise any of these forward-looking statements to reflect events or circumstances occurring after the date of this communication or to reflect the occurrence of unanticipated events.

About Community Bancorp. (OTC:CMTV)

- Organized in Vermont in 1982, became a registered bank holding company in October 1983
 - Community National Bank is the sole subsidiary of CMTV
- Community National Bank
 - A growth-oriented Vermont community bank, est. 1851, offers full line of personal and business financial services
 - 12 branches, 2 loan offices, ~ 130 employees
- Consolidated assets of \$968.6 million as of September 30, 2021
 - Up from \$868.9 million as of September 30, 2020
- Strong growth in deposits, earnings and assets
- Traded on the OTC Market
 - ~5.4 million shares outstanding as of September 30, 2021

About the Community National Bank Market

- Headquartered near Canadian border
- Strong and healthy local market:
 - 2020 Vermont property transfers to out-of-state buyers increased 38% year-over-year
 - Low unemployment, high vaccination rates
 - Government relocation incentives
- Bank's customers see high demand for real estate, construction, home furnishings and recreation services



Vermont-Centric Strategy for Growth

- Building on leadership in small business banking to continue to expand customer base
- Leverage familiarity with local market and customer needs to expand mortgage and commercial loan portfolios
- Meet the needs of newly-arrived residents and businesses
- Ensure appropriate mix of in-person and on-line banking
- Capitalize on increased interest in “buy local” to “bank local”
- Continue commitment to support growth strategy with investments in employees and operations

Q3 2021 Highlights

- **Generated net income of \$3.7 million, \$0.69 per share**
 - 28.4% increase year-over-year in both earnings and EPS
 - Reflects decreased interest expense due to historically low rates, with continued deposit base growth
- **Total assets grew to \$968.6 million**
 - Increased 5.5% from \$918.2 million at year-end 2020, and 11.5% from \$868.9 million as of 9/30/20
 - Growth reflects increase in available-for-sale investment portfolio (\$65.5 million) and cash and cash equivalents (\$78.3 million), offset by a decrease in loans (\$45.6 million) due primarily to the maturing of PPP loans
- **Total deposits of \$840.1 million, up 13.1% year-over-year**
 - Core deposit growth across all categories, despite lower interest rates

Responsible Lending, Deep Community Roots

- Commercial customers include:
 - Wide range of local and national businesses: farmers, furniture makers, hotels, hardware stores, maple producers, artisanal cheesemakers, craft brewers and more
- Leader in providing PPP loans:
 - Serviced existing customers and gained new customers as larger banks and other local banks were unable to stand up new loan program
- Active contributor to community including:
 - Equity investor in LIHTC projects and support for capital campaigns for college scholarships, arts and cultural programs
- Local reinvestment supports bank and community growth



Management Team



Kathryn M. Austin, President, Chief Executive Officer, Community National Bank and Community Bancorp.

Kathy Austin brings 40 years of banking experience. Austin is a graduate of the New England School of Banking at Williams College and the Stonier Graduate School of Banking. Austin currently serves as Trustee of Northeast Kingdom Collaborative, and Northeast Kingdom LLC, and Director of the Vermont Community Foundation and Vermont Chamber of Commerce. She serves on the Vermont Bankers Association Government Relations Committee, and the American Bankers Association Community Bankers Council representing Vermont.



Christopher Caldwell, Executive Vice President, Chief Lending Officer, Community National Bank, Vice President, Community Bancorp.

Christopher Caldwell brings over 30 years of experience in the banking and business consulting industries. Caldwell has extensive knowledge of commercial lending, bank and branch network operation, customer service delivery and strategic planning, growth and development for businesses. Caldwell is a graduate of the Stonier Graduate School of Banking, and holds an MBA from Anderson University, a B.S. in History from Manchester College and an M.A. in History from Ohio University.

Management Team



**Louise Bonvechio, Executive Vice President, Chief Financial Officer, Community National Bank
Treasurer and Corporate Secretary, Community Bancorp.**

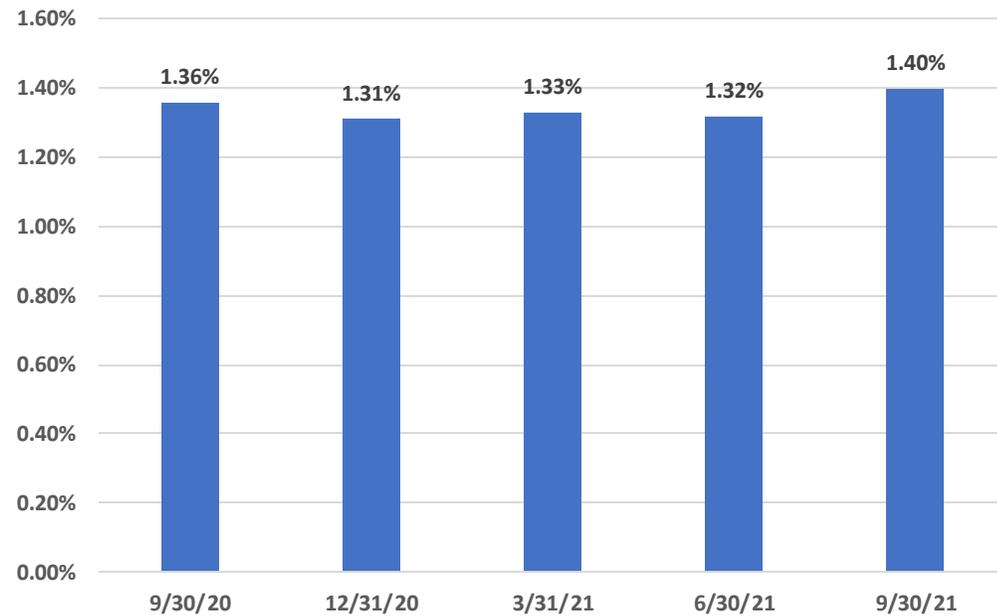
Louise Bonvechio has worked for Community National Bank for over 25 years. She is a graduate of the New England School of Banking at Babson, and the Stonier Graduate School of Banking, earning a Leadership Certificate from the Wharton School at the University of Pennsylvania. Bonvechio currently serves as Trustee and Treasurer of North Country Hospital and is the past chair and current Treasurer of Gilman Housing Trust. She serves as the Vermont national delegate on the Federal Delegate Board of the Independent Community Bankers of America.

Financial Performance

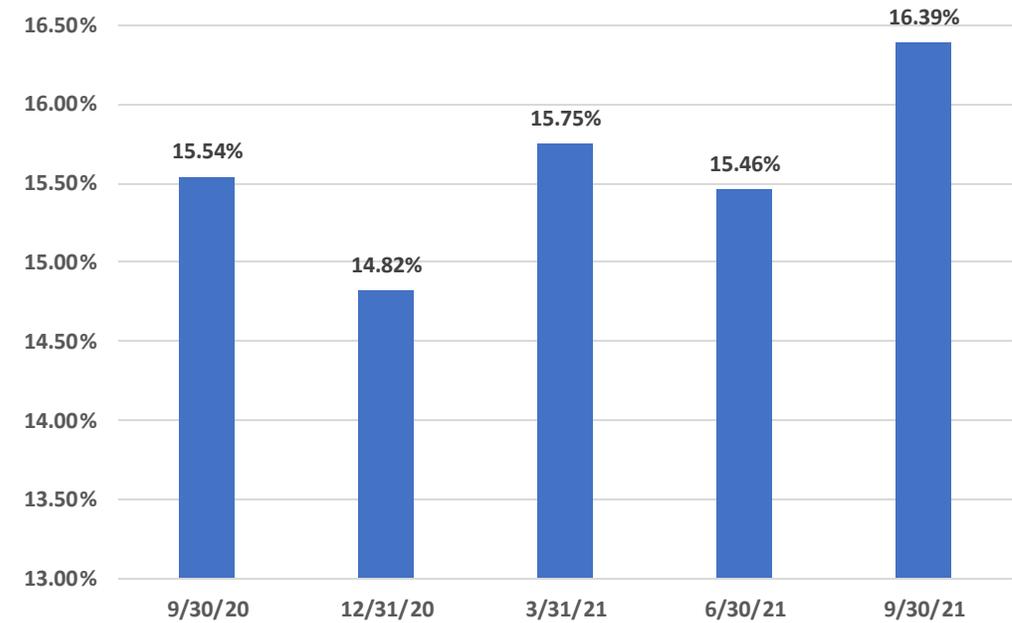
	Year Ended December 31,		Nine Months Ended September 30,	
	2020	2021	2020	2021
Operating Data				
Total interest income	\$31,758,808	\$33,062,294	\$24,050,460	\$26,104,814
Total interest expense	6,143,121	4,846,686	3,734,083	2,349,083
Net interest income	25,615,687	28,215,608	20,316,377	23,755,731
Provision for loan losses	1,066,167	1,589,000	1,046,501	624,165
Net interest income after provision for loan losses	24,549,520	26,626,608	19,269,876	23,131,566
Non-interest income	5,946,066	6,771,724	5,057,104	5,041,352
Non-interest expense	19,881,280	20,391,741	15,185,390	16,166,304
Income before income taxes	10,614,306	13,006,591	9,141,590	12,006,614
Applicable income tax expense	1,789,860	2,248,089	1,557,598	2,235,305
Net Income	\$8,824,446	\$10,758,502	\$7,583,992	\$9,771,309
Per Common Share Data				
Earnings per common share	\$1.68	\$2.03	\$1.43	\$1.82
Dividends declared per common share	\$0.76	\$0.76	\$0.57	\$0.66

Operating Results, Trailing Five Quarters

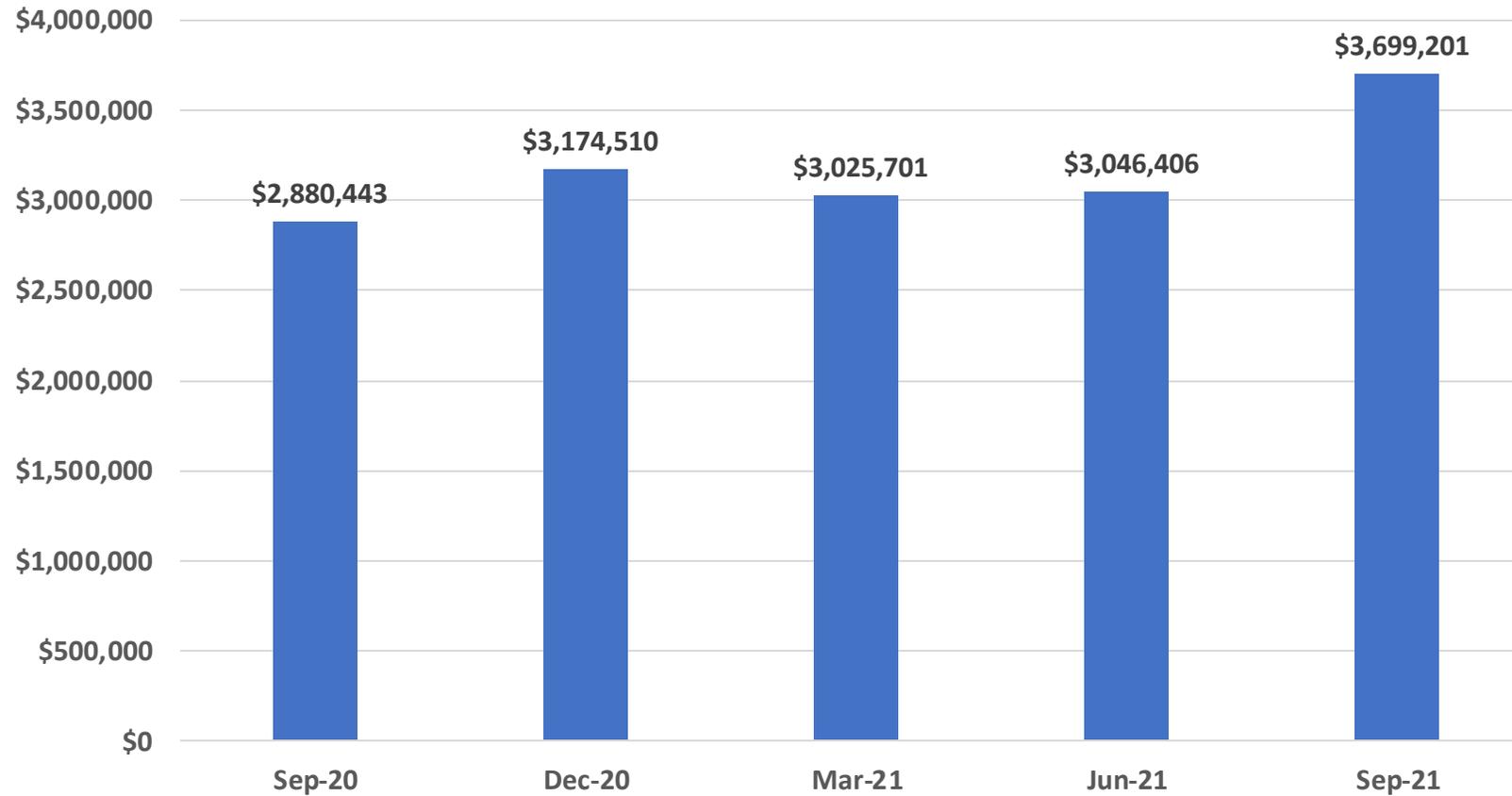
Return on Assets



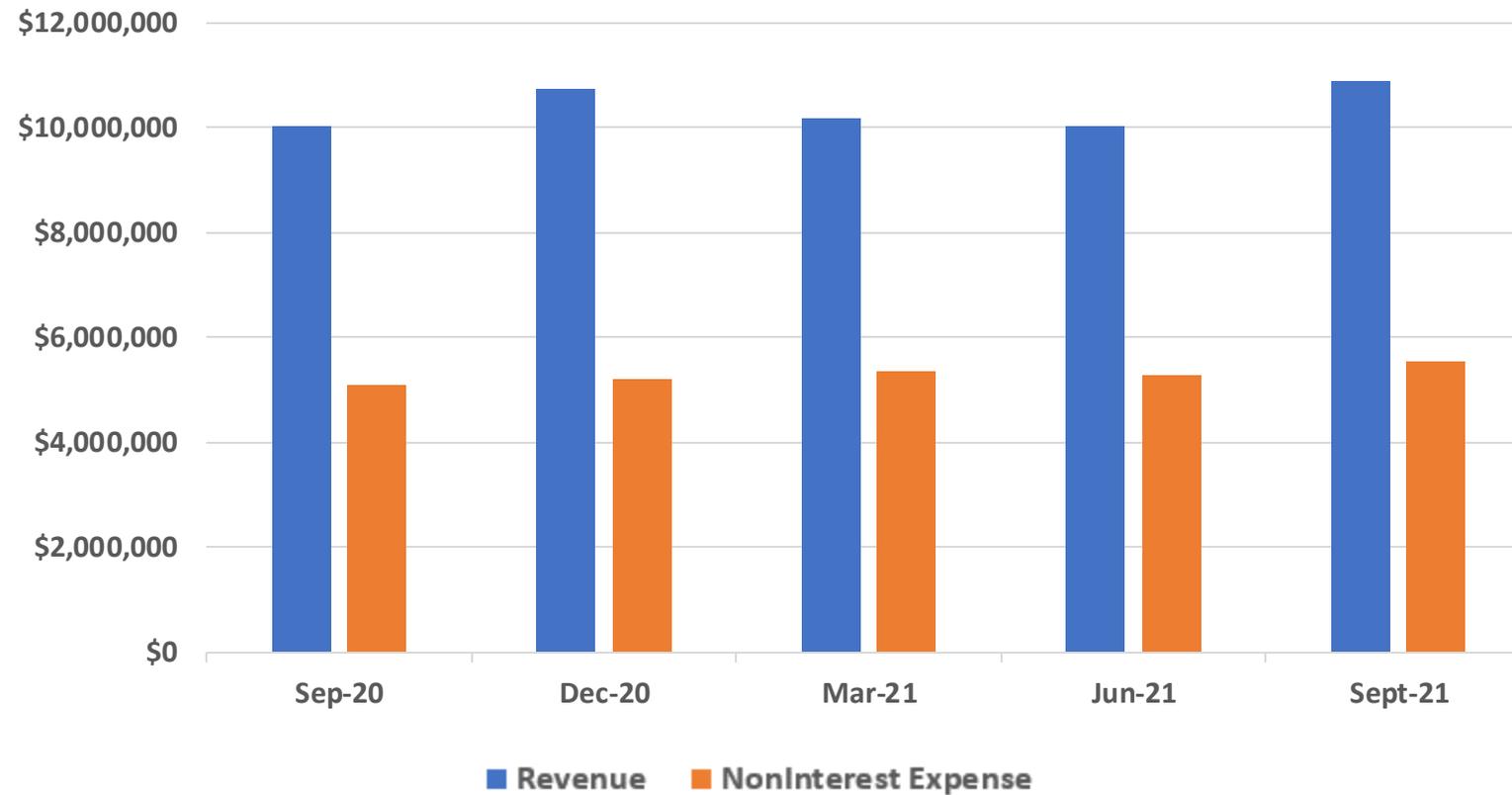
Return on Equity



Net Income, Trailing Five Quarters



Revenue and Non-Interest Expense, Trailing Five Quarters

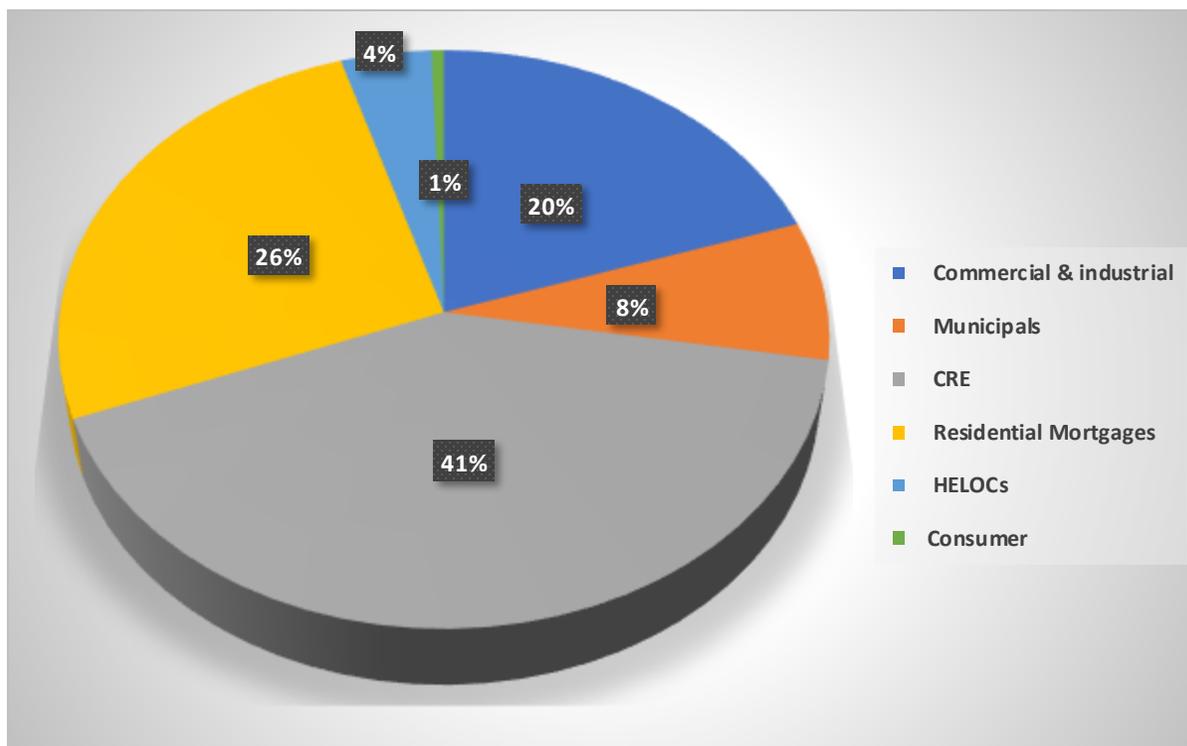


Balance Sheet Summary

	As of December 31,		As of September 30,	
	2019	2020	2020	2021
Net loans	\$601,424,861	\$700,951,104	\$729,206,626	\$683,669,790
Total assets	737,955,319	918,233,284	868,853,092	968,584,267
Total deposits	615,021,368	782,309,927	743,019,054	840,094,760
Borrowed funds	2,650,000	2,800,000	2,800,000	2,300,000
Junior subordinated debentures	12,887,000	12,887,000	12,887,000	12,887,000
Total liabilities	669,060,640	840,944,571	793,922,787	885,369,565
Total shareholders' equity	68,894,679	77,288,713	74,930,305	83,214,702

Loan Portfolio at September 30, 2021

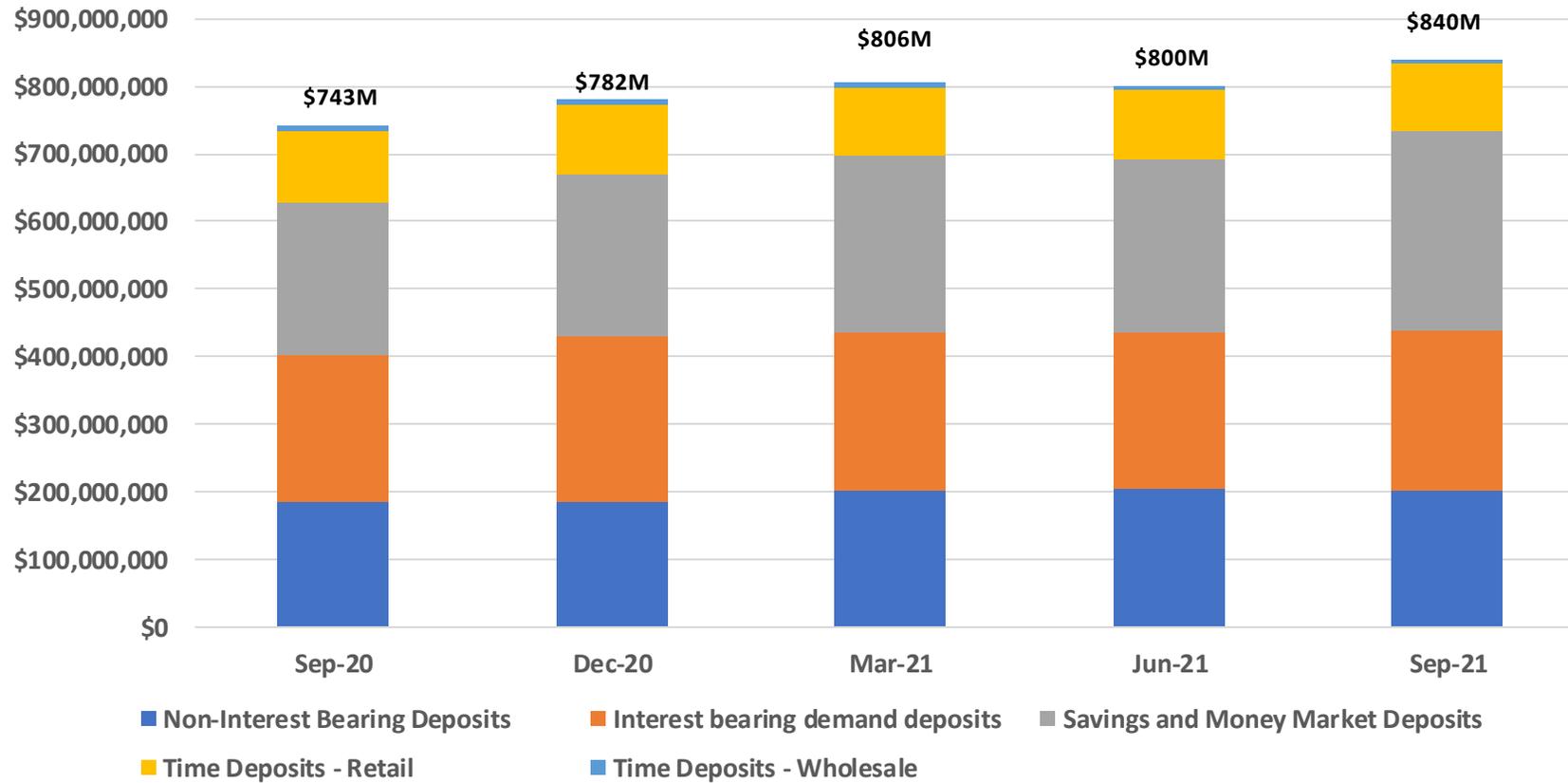
Portfolio Break-out



Overall Portfolio Averages

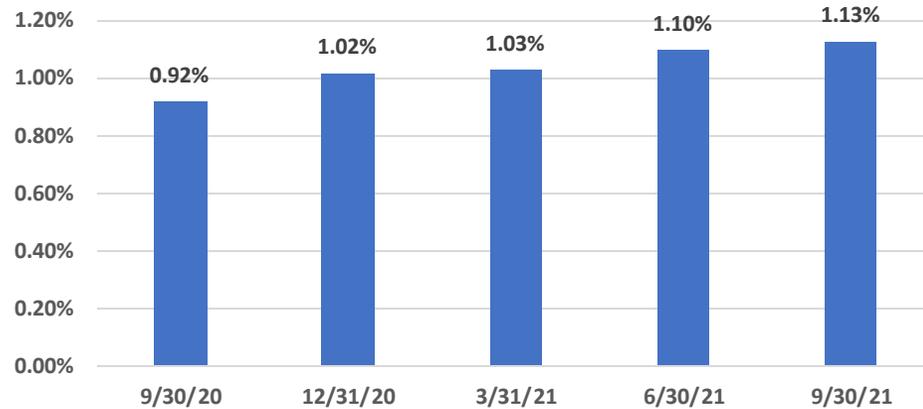
- Loan size: \$124,000
- Loan maturity: 93 months
- Loan yield: 3.85%

Deposit Mix, Trailing Five Quarters

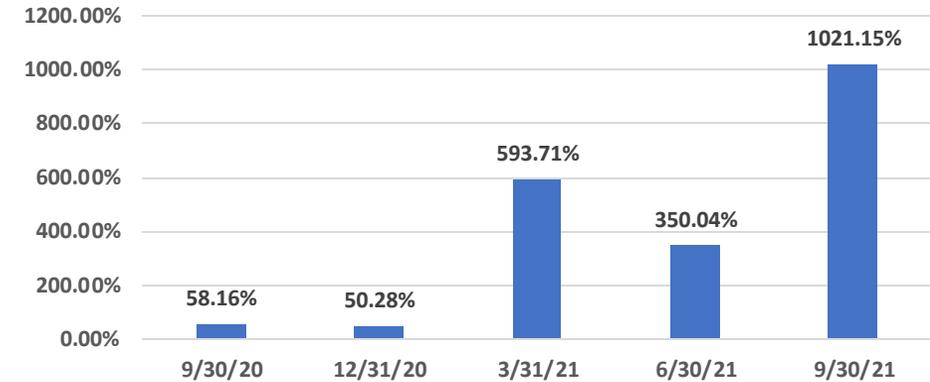


Asset Quality Metrics*

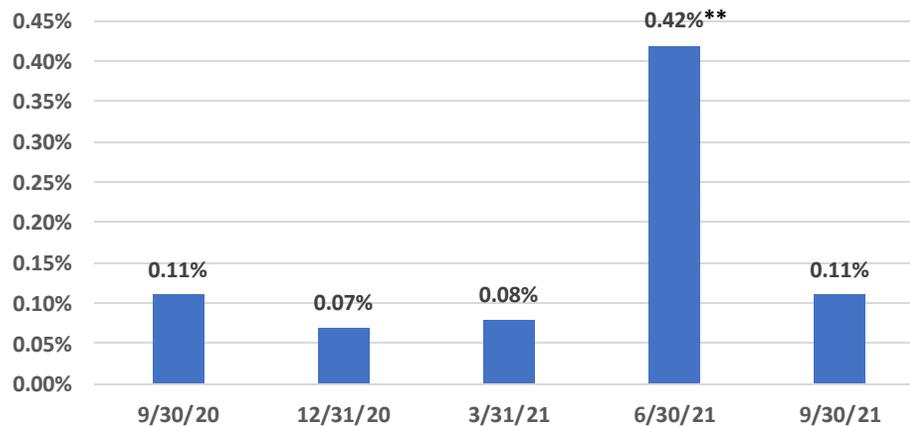
Allowance to Total Loans



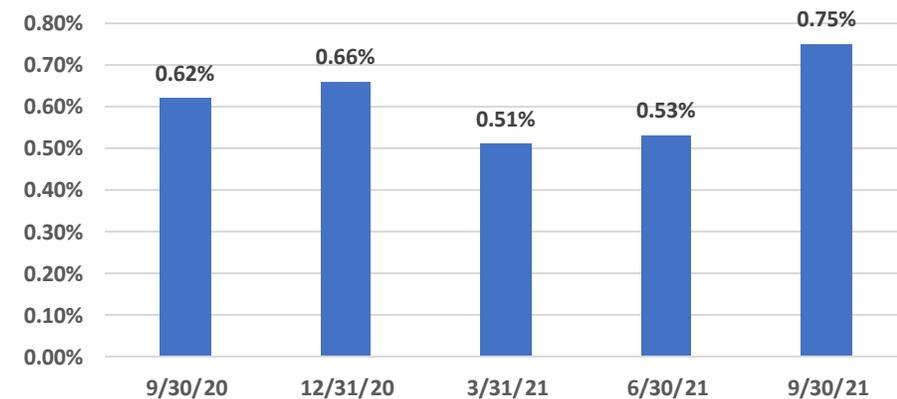
Net Losses Earnings Coverage Ratio



Accruing Loans 90+ Days Past Due/Total Loans



Nonaccrual Loans/Total Loans



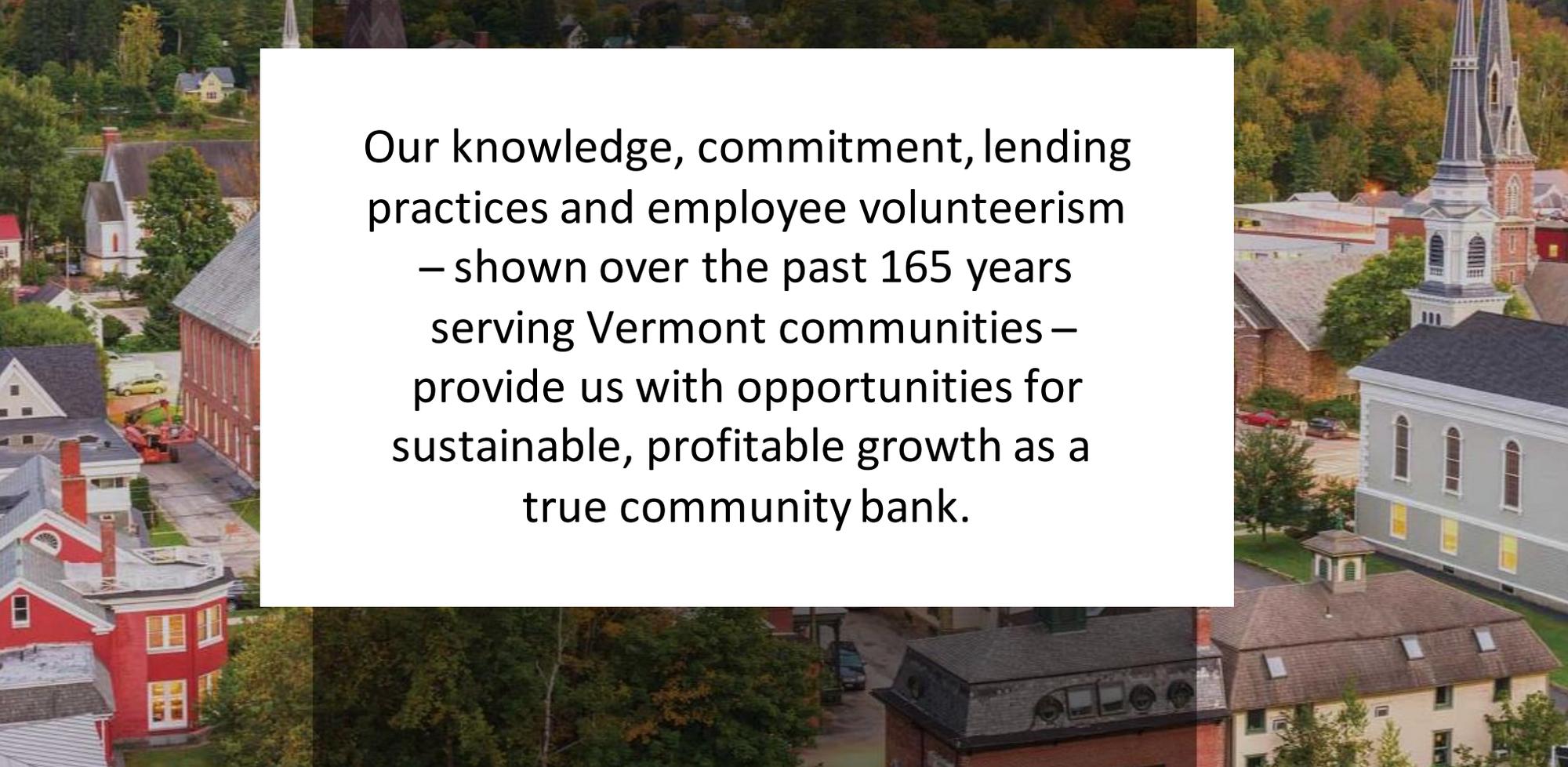
* PPP loans \$64M at 12/31/2020 and \$36M at 9/30/2021

** Single CRE loan impacted by COVID, was in workout

History of Success, Positioned Well for Future Growth

- Disciplined familiarity with local market and customer needs
- Strong growth through extraordinary economic times
- Positioning for the future with mix of in-person and on-line services
- Leveraging leadership in small business banking
- Success with PPP program continues to open growth opportunities
- Strong leadership, operations and systems
- Commitment to profitable growth

Community National Bank | Vermont's Community Bank



Our knowledge, commitment, lending practices and employee volunteerism – shown over the past 165 years serving Vermont communities – provide us with opportunities for sustainable, profitable growth as a true community bank.