

Your Way

QUARTERLY **FALL 2025**



Franklin Financial
Services Corporation

F&M
TRUST

A WEALTH OF EXPERIENCE

The Wealth Management Team goes into local communities regularly to help more people learn how to build and protect assets for the future. It's what we do. Of course, questions are always welcome.

► **DETAILS ON PAGE 6**

2 **QUARTER VIEW**
Notes from the President

4 **INVESTOR NEWS**
3rd Quarter Review

5 **BANK SOLUTIONS**
YourWay Personal Checking

6 **MANAGING WEALTH**
Building Wealth in Our Communities

7 **LEADING THE WAY**
Team Member Updates

8 **HELPFUL WAYS**
Always UNITED in Purpose



Craig Best
President & CEO

QUARTERVIEW

SHAREHOLDER UPDATE

Building Wealth in Our Communities



Franklin Financial reported third quarter net income growth of 26.9% over the same quarter in 2024. Assets under management were \$1.4 billion, and total assets have reached \$2.297 billion, a 4.5% increase compared to \$2.198 billion at year-end in 2024.

Our strong earnings this year are the result of our exceptional growth over the last three years. Growth which could only be achieved through the hard work of our employees and their focus on helping our customers build wealth.

Building wealth goes beyond financial results – we are investing in financial education, fostering key partnerships, and focusing on effective community engagement. We are creating opportunities for prosperity that benefit everyone we serve, and our commitment to you, our shareholders, is to maintain responsible growth without sacrificing our culture and identity. As we celebrate our progress and milestones, we remain dedicated to strengthening the foundation of wealth within our communities, ensuring that Franklin Financial and F&M Trust continue to be trusted





partners for our customers and shareholders.

As recently publicized, we were excited to announce the promotion of our Chief Commercial Services Officer, Steve Butz, to Executive Vice President. Steve's commitment to our mission, vision, and core values have been instrumental in helping to propel our company forward. Additional information can be found on page 7.

As we look ahead to the future and continued growth, we are also striving to make a lasting impact on our communities. In our continuing efforts to support local non-profit organizations, employees of F&M Trust partnered with United Way chapters across our footprint to contribute their time, talent, and financial support. Additional

information can be found on page 8.

If you would like to learn more about *Banking Done Your Way*®, please visit us online at fmtrust.bank, stop by your nearest F&M Trust location, or connect with my office at (717) 261-3551.

Keep reading to learn details on how F&M Trust serves customers, shareholders, and supports local communities in Pennsylvania and Maryland. Thank you for your continued support and your investment in our company.

Sincerely yours,

Craig Best

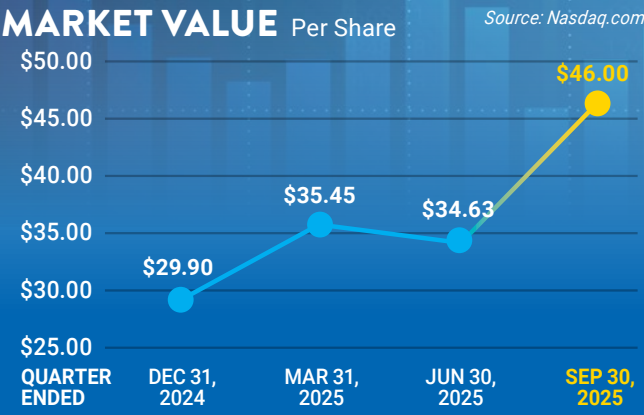
President & CEO

Franklin Financial Services Corporation
and F&M Trust

3RD QUARTER FINANCIAL HIGHLIGHTS

Dollars in thousands except per-share data / Unaudited

Selected Financial Data	Sep 30, 2025	Sep 30, 2024
Total Assets	\$ 2,297,077	\$ 2,151,363
Loans, Net	\$ 1,543,515	\$ 1,348,386
Deposits	\$ 1,902,895	\$ 1,723,491
Book Value per Common Share	\$ 37.15	\$ 33.93
Return on Average Assets ¹	0.93%	0.80%
Return on Average Equity ¹	13.39%	11.86%



COMPLETE EARNING DETAILS AVAILABLE AT [FRANKLINFIN.COM](https://franklinfin.com)

Certain statements appearing herein which are not historical in nature are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements refer to a future period or periods, reflecting management’s current views as to likely future developments, and use words “may,” “will,” “expect,” “believe,” “estimate,” “anticipate,” or similar terms. Because forward-looking statements involve certain risks, uncertainties and other factors over which Franklin Financial Services Corporation has no direct control, actual results could differ materially from those contemplated in such statements. These factors include (but are not limited to) the following: general economic conditions, changes in interest rates, changes in the Corporation’s cost of funds, changes in

government monetary policy, changes in government regulation and taxation of financial institutions, changes in the rate of inflation, changes in technology, the intensification of competition within the Corporation’s market area, and other similar factors.

We caution readers not to place undue reliance on these forward-looking statements. They only reflect management’s analysis as of this date. The Corporation does not revise or update these forward-looking statements to reflect events or changed circumstances. Please carefully review the risk factors described in other documents the Corporation files from time to time with the SEC, including the Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, and any Current Reports on Form 8-K.

1 - Year-to-date results annualized. 2 - At close.

It Pays to Bank *Your Way*

The YourWay personal checking account line up is designed to help you bank with total convenience plus provide all the built-in value you prefer:

YourWay Checking
YourWay Plus
YourWay Premier

From just the basics to all the best extras, you can select the right banking fit for you. Choose *YourWay Plus* or *YourWay Premier* and access great **YourBux** Benefits!

YourBux offers a variety of money saving services that you may already be using (and paying for).

Connect with your nearest F&M Trust location today.

*If you already enjoy the benefits of banking **YourWay** why not invite friends & family to enjoy it, too?*

F&M
TRUST
fmtrust.bank

Member
FDIC

When Great Ideas Just Come to You

Managing wealth smartly is an important skill for everyone. Especially as careers mature. That's why the F&M Trust team reaches out to more than our clients.

For example, this year several members of our Wealth Management team visited **Penn National** Retirement Community in Fayetteville, PA. Not just once, but four times during the year. Residents and interested visitors were able to gain fresh insight on today's important financial topics.

Breakfast seminars focused on Equity & Fixed Income Strategies, Special Needs Trusts, Charitable Giving, plus there was a special roundtable discussion involving financial, estate planning, tax and legal issues.

And we're just getting started.
Watch for future informative, free
Wealth Management events soon.



Warren Hurt
CHIEF
INVESTMENT
OFFICER



Erin Sunday
VICE PRESIDENT



Matthew Berger
VICE PRESIDENT



Alyssa Proctor
VICE PRESIDENT

Leading The Way

A great bank starts with great people. Meet a few key members of our F&M Trust team:



Steve Butz *PROMOTION*

Executive Vice President

Steve joined F&M Trust in 2013, and is currently Chief Commercial Services Officer. With 40+ years experience, he has played a pivotal role in building the Commercial Services Division and driving our expansion in the Capital Region and other markets.

Under his guidance, the Commercial Services team has consistently exceeded loan, deposit, and fee income goals.

"I'm confident that Steve's leadership and dedication will bring us continued success and inspire our teams to reach even greater heights," said Craig Best, President & CEO, "His commitment to our customers, communities, and shareholders have been instrumental in helping to propel our company forward."



Chastity Wantz *PROMOTION*

AVP, Treasury Relationship Manager

In her new role serving Hagerstown and Washington County, Chastity will work to grow treasury management services and non-interest income, foster the bank's relationship management culture, and achieve sales and customer service goals. She has been with F&M Trust since 2008, and will be based out of the F&M Trust Hagerstown Community Office.



Matthew Hess *APPOINTMENT*

VP, Senior Commercial Services Relationship Officer

Matthew will be responsible for increasing opportunities to meet the growth demands and profitability targets for Hagerstown and Washington County. With 15+ years in the industry, Matthew will focus on growing the market's commercial loan portfolio and deposits. He will be based out of the F&M Trust Hagerstown Community Office.



Helpful Ways



UNITED IN PURPOSE

Every year, F&M Trust contributes time, talent, and financial support to local charities and organizations who serve our communities. Recently, our employees and the bank partnered to realize these great campaign results in support of United Way:

EMPLOYEE CONTRIBUTIONS: \$28,700
COMPANY MATCH: \$14,900
TOTAL IMPACT: \$43,600