


# Welcome Shareholders

January 19, 2023

F&M TRUST

Franklin Financial
Services Corporation

# Forward Looking Statements

*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 particularly with regard to the negative impact of severe, wide-ranging and continuing disruptions caused by the spread of the coronavirus COVID-19 pandemic and responses thereto, 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.*

# Welcome & Introductions

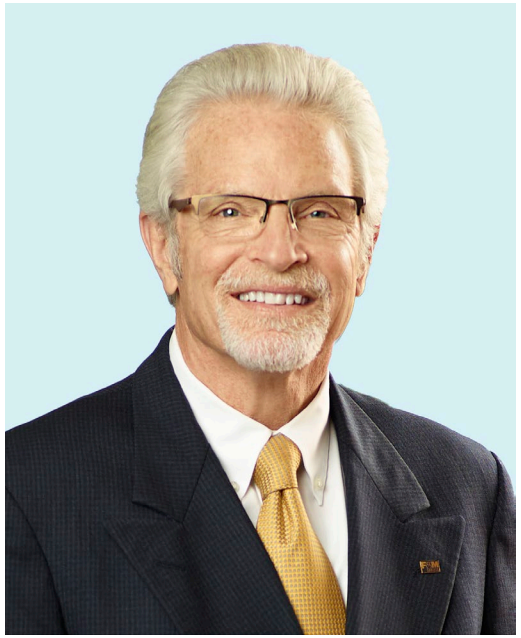
Warren Elliott, Chairman of the Board



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Franklin Financial Services Corporation

# Board of Directors



Warren Elliott
*Chairman of the Board*



Tim Henry
*President & CEO*

# Board of Directors



Marty Brown



Kevin Craig



Greg Duffey

# Board of Directors



Dan Fisher



Skip Jennings



Stanley Kerlin

# Board of Directors



Don Mowery



Kim Rzomp



Greg Snook

# Agenda

- Stock Performance
- Bank Highlights
- Questions
- Closing Comments
- Tour of the New Corporate Headquarters *(Optional)*

# Video

Click the link below to watch a video about F&M Trust's relationships with its customers, employees, communities, and shareholders.

https://s24.q4cdn.com/988958627/files/doc_presentations/2023/f-m_trust___shareholder_video-(1080p)-(1).mp4

# Stock Performance

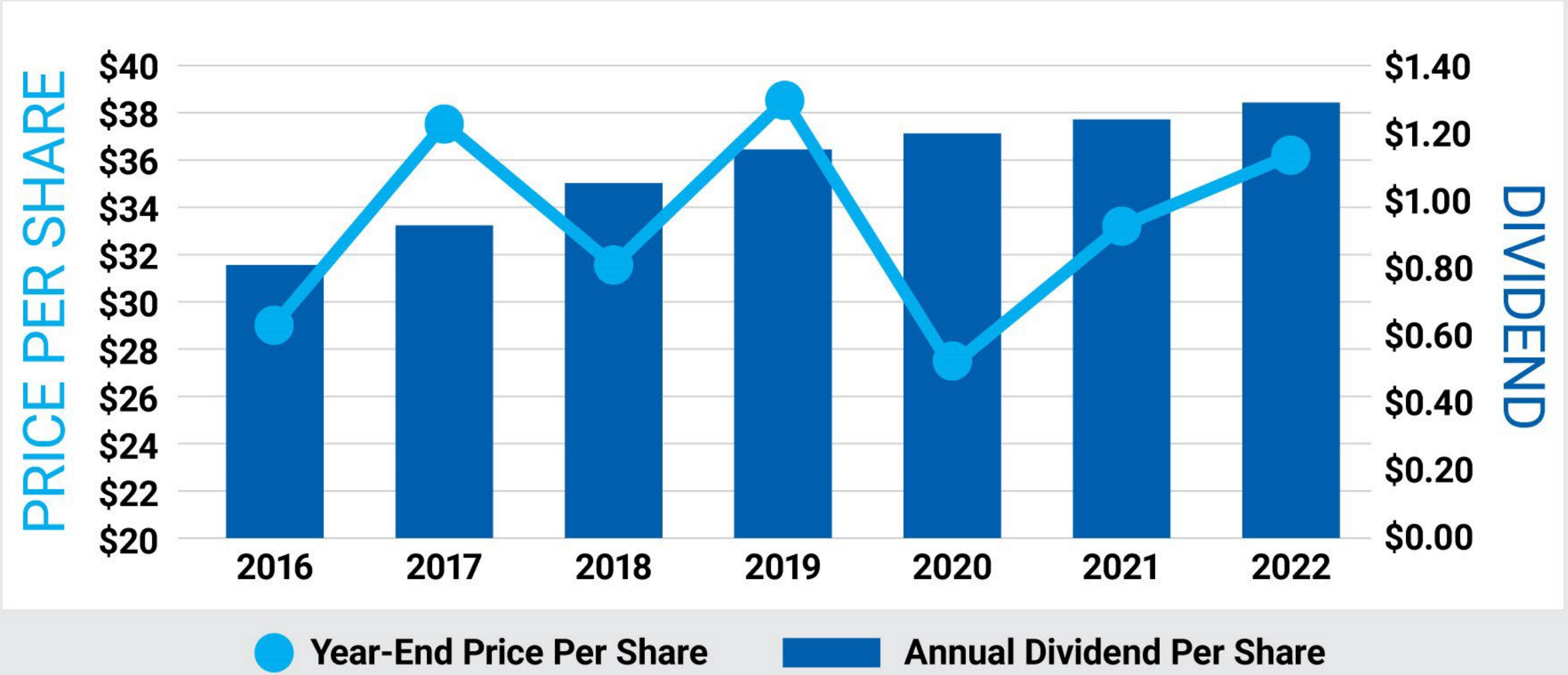
Mark Hollar, CFO



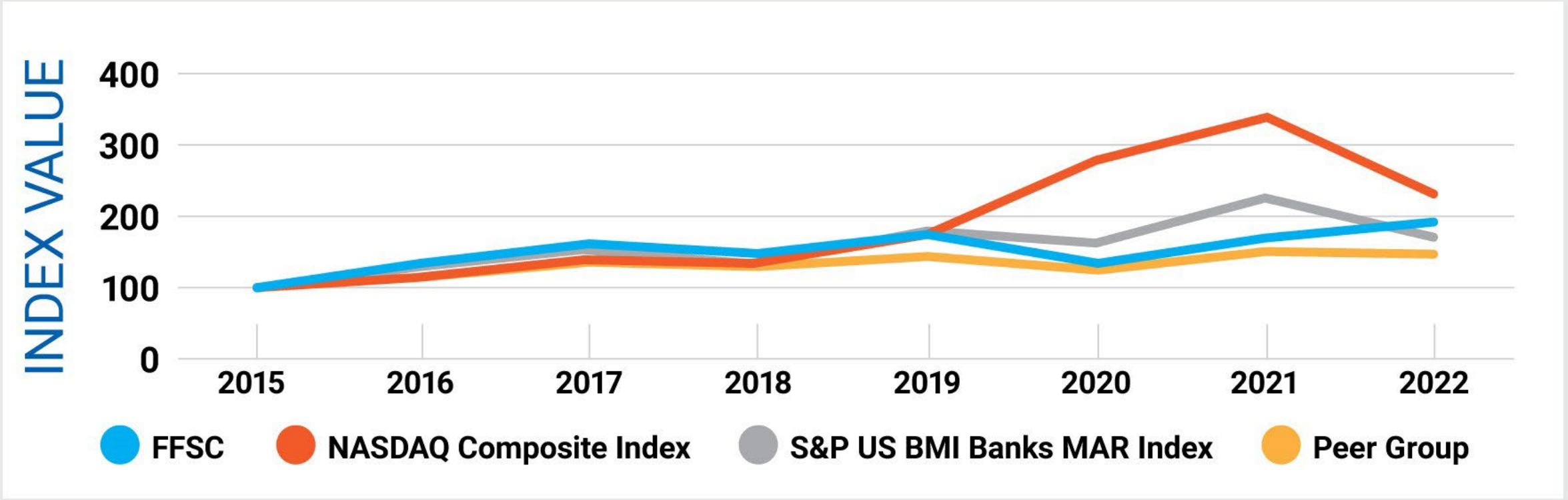
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# Stock Price and Dividend



# Total Return Performance




| INDEX | 12.31.15 | 12.31.16 | 12.31.17 | 12.31.18 | 12.31.19 | 12.31.20 | 12.31.21 | 12.31.22 |
|---|---|---|---|---|---|---|---|---|
| Franklin Financial Services Corporation | 100.00 | 126.05 | 169.43 | 147.20 | 186.65 | 136.09 | 173.54 | 196.94 |
| NASDAQ Composite Index | 100.00 | 108.87 | 141.13 | 137.12 | 187.44 | 271.64 | 331.88 | 223.90 |
| S&P US BMI Banks Mid-Atlantic Region Index | 100.00 | 127.10 | 155.78 | 133.10 | 189.26 | 171.07 | 216.06 | 182.49 |
| Peer Group (Mid-Atlantic Banks w/ assets between $1B-$2B as of 9.30.22) | 100.00 | 110.83 | 128.43 | 123.89 | 145.62 | 119.57 | 151.88 | 153.71 |

Source: S&P Global Market Intelligence ©2023

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Franklin Financial Services Corporation



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Corporate Secretary

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## Zoe Clayton

Assistant Corporate Secretary

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# Company Highlights

Tim Henry, President & CEO



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Franklin Financial Services Corporation

# Company Highlights

- Senior Management Introductions
- Market Area – Harrisburg to Hagerstown
- New Corporate Headquarters
- Salesforce
- Community Office Renovations
- Community Investments

# Senior Management



Tim Henry
*President & CEO*



Mark Hollar
*Executive Vice President*
*Chief Financial Officer*
*& Treasurer*

# Senior Management



Steve Butz
*Senior Vice President*
*Chief Commercial Services Officer*



Karen Carmack, DM
*Senior Vice President*
*Chief Human Resources Officer*

# Senior Management



Scott Ehrig, CFP, CIMA
*Senior Vice President*
*Chief Investment & Trust Services Officer*



Lorie Heckman
*Senior Vice President*
*Chief Risk Officer*

# Senior Management



Matt Weaver
*Senior Vice President*
*Chief Marketing Officer*

# Senior Management



Chad Carroll
*Executive Vice President*
*Chief Operating Officer*



Lou Giustini
*Senior Vice President*
*Chief Retail Services Officer*



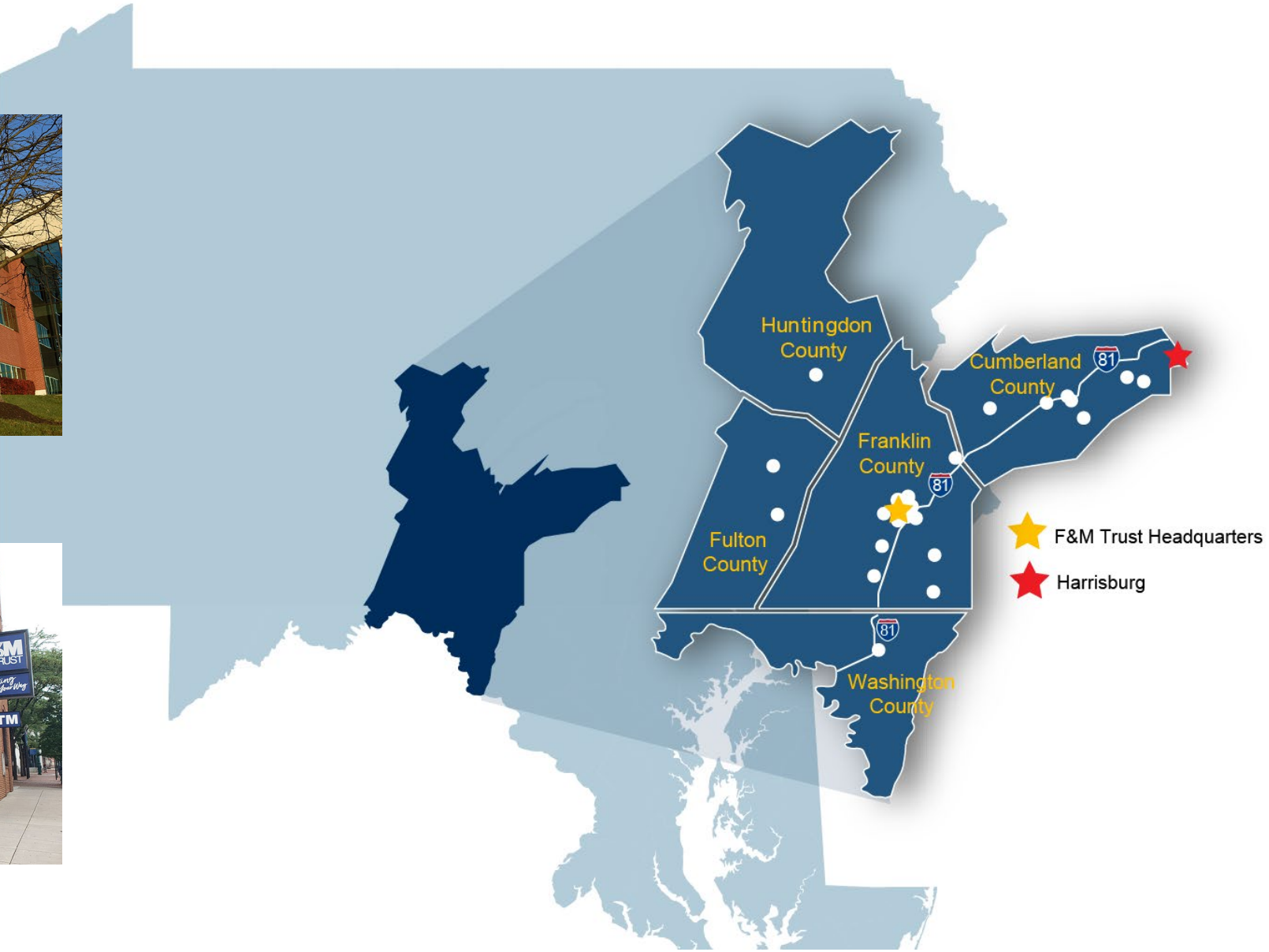
Dave Long
*Senior Vice President*
*Chief Technology Officer*




Harrisburg Regional Headquarters




Hagerstown Community Office






# New Corporate Headquarters

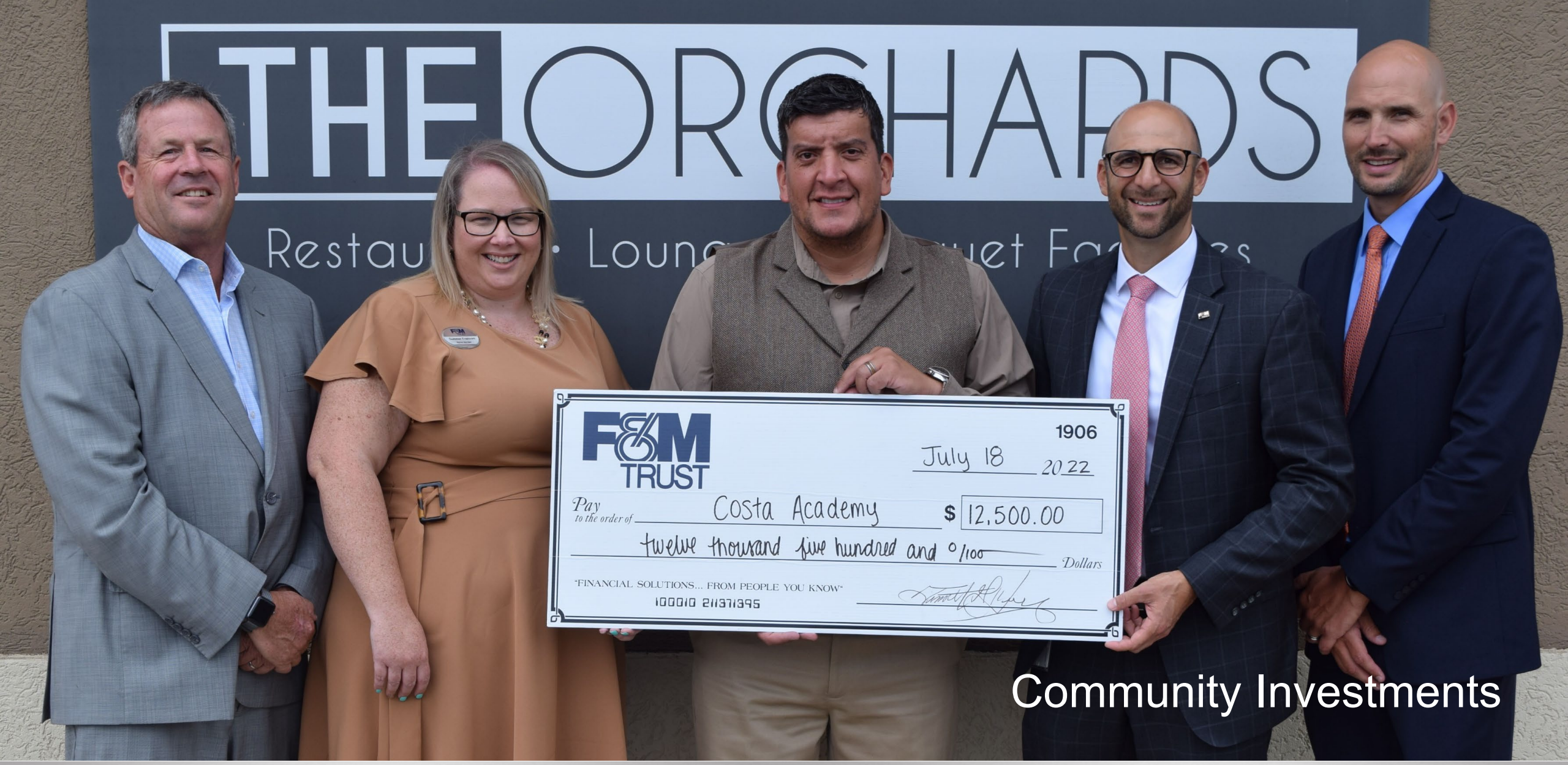

salesforce




# West Side Renovations




# West Side Renovations




# Community Investments

# Questions

Tim Henry, President & CEO



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# Closing Comments

Warren Elliott, Chairman of the Board



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# Closing Comments

- Restructured Board Meetings to Focus Strategically
- Created a Strategic Initiative Committee to Concentrate on M&A
- Increased Board Member Education and Training
- Improved Board Member Accountability – 360° Peer-to-Peer Review

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# Annual Meeting

Tuesday, April 25, 2023

Additional Details to Follow



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# Thank You




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# Stock Symbol: **FRAF** (*Nasdaq*)

*www.franklinfin.com*

*www.fmtrust.bank*

