

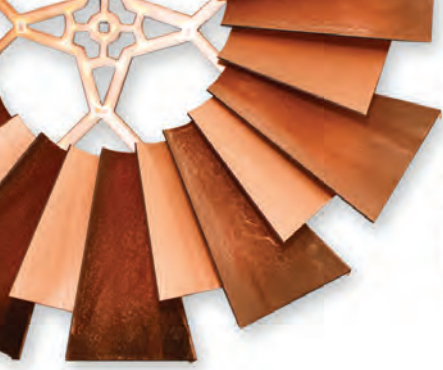
PIONEER BANCORP INC.



2021 ANNUAL REPORT

FINANCIAL HIGHLIGHTS (Unaudited)

<i>(In thousands, except per share amounts)</i>	2021	Change	2020	2019	2018	2017
AT YEAR-END						
Assets	\$ 990,606	+ 15%	\$ 862,357	\$ 813,601	\$ 820,562	\$ 817,949
Loans	486,364	+ 9%	445,610	371,986	359,292	341,345
Securities	358,066	+ 52%	235,559	350,882	382,398	387,912
Deposits	801,483	+ 20%	666,969	571,281	519,780	537,951
Borrowings	80,606	- 12%	91,363	146,509	214,622	190,233
Stockholders' equity	89,779	+ 1%	89,231	80,987	72,218	71,758
FOR THE YEAR						
Interest and dividend income	28,792	+ 17%	24,639	27,115	24,748	22,996
Interest expense	638	- 63%	1,715	5,703	4,858	2,963
Net interest income	28,154	+ 23%	22,924	21,412	19,890	20,033
Loan loss provision	643	- 65%	1,856	1,097	712	625
Noninterest income	9,865	+ 2%	9,659	10,197	11,285	11,701
Noninterest expense	23,646	+ 3%	23,064	22,591	23,725	23,502
Net income	13,730	+ 79%	7,663	7,921	6,738	7,607
CAPITAL RATIO						
Equity to assets	9.1%		10.3%	10.0%	8.8%	8.8%
PER SHARE						
Year-end book value	92.70	+ 1%	92.17	83.71	74.75	74.53
Year-end tangible book value	95.29	+ 6%	90.21	85.50	82.22	80.99
Earnings	14.18	+ 79%	7.92	8.19	6.97	7.93
Distributions	9.08	+ 187%	3.16	4.86	5.70	4.56
Distribution payout ratio	64.0%		39.9%	59.3%	81.8%	57.5%
PERFORMANCE RATIOS						
Return on average stockholders' equity	15.37%		9.00%	10.34%	9.36%	10.60%
Return on average assets	1.48%		0.91%	0.97%	0.82%	0.93%
Net interest margin	3.19%		3.00%	2.77%	2.64%	2.64%
Efficiency ratio	62.20%		70.79%	71.47%	76.10%	74.06%
SELECTED INFORMATION						
Average common shares <i>(in thousands)</i>	968		967	968	966	959
Full-time equivalent employees	147		144	163	158	197
Customer service facilities:						
Full-service facilities	6		6	6	6	7
Banking branches	6		6	5	5	7
ATMs	21		22	21	19	21



PIONEER BANCORP, INC.

Dear Fellow Stockholders,

We are excited to report that Pioneer Bancorp, Inc. had net income of \$13.7 million, up \$6.0 million, or 79%, from \$7.7 million in 2020.

Total assets were \$990.6 million at December 31, 2021, compared to \$862.4 million at December 31, 2020. Average loans increased \$39.2 million to \$460.4 million in 2021 from \$421.2 million in 2020. Average deposits increased \$123.2 million to \$757.8 million compared to \$634.6 million in 2020. Stockholders' equity increased to \$89.8 million at December 31, 2021. Tangible book value per share increased \$5.08 per share, or 5.6%, to \$95.29 at December 31, 2021.

Our primary focus in 2021 was growing loans and deposits. Total loan production increased to \$385.6 million. Our Roswell market generated \$152.0 million in loans, Las Cruces \$140.4 million, and loans in El Paso \$52.0 million. Much of this lending, \$168.5 million, was through participations with other community banks generally not competing directly with us in our markets. Deposits in Roswell increased \$78.4 million to \$337.3 million at year-end while deposits in Las Cruces increased \$36.1 million to end the year at \$149.7 million. We wish to recognize our Las Cruces Advisory Board for their contribution to our success in Las Cruces.

When we were drafted into the SBA's Paycheck Protection Program (PPP) our lending team was all in. In total, Pioneer made 503 1st round PPP loans totaling \$51.5 million. We subsequently made 277 2nd round loans totaling \$20.0 million. When the dust settles, Pioneer will have made \$2.9 million from PPP fees over 2020, 2021 and 2022.

On August 17, 2021, Tammi Westall was appointed to the Board of Directors. Tammi spent her childhood in Roswell, New Mexico and her father runs a successful business in the Carlsbad area. With a Master's degree in Business Administration from Thunderbird, The Garvin School of International Management, and a Bachelor of Science in Chemical Engineering from Arizona State University, Tammi brings a wealth of business knowledge and experience to our Board. Tammi has 25 years of management expertise and has a reputation for dramatic turnarounds and shifts in strategic thinking in her career at Intel in Chandler, Arizona.

Our Mission is to make a positive difference in the lives of those who work, bank, invest at Pioneer. For the fifth year in a row, Pioneer Bank was named one of the Top Workplaces in New Mexico by the Albuquerque Journal. I continue to be proud of the work Team Pioneer is doing growing our people inside the Bank.

One of Pioneer's core principles is "We are Leaders creating Leaders". I am honored to recognize Santiago Meza, who graduated from Leadership Las Cruces' Class of 2021.

In 2021, we mourned the passing of former Team members, Tammy Beaver, Kurt Klemo, Gayla Morris, each of Roswell, and Maria Ornelas of Las Cruces.

In February 2022, we celebrated 121 years of building community. Team Pioneer, our philanthropic program, exemplifies who we have been, who we are, and who we strive to be. As featured in our 2021 Community Impact Report Team Pioneer had 76 volunteers who donated 3,068 hours, benefiting 160 organizations. For 2021, seven Team Pioneer members were awarded the Presidential Service Award. Juliana Halvorson, Eric Ehler and Leigh Humble, each received the Silver Award, while Kiel Hoffman, Adriann Ragsdale, Lanie Smith and Melody Parra, each received the Bronze Award.

Last year we reported that we had undertaken a total tear down and construction of a new Las Cruces Roadrunner location. As can be seen by the photos on this year's cover and the center of the report, that project is now complete. We had a soft opening on December 22, 2021 and celebrated with a Grand Opening on January 26, 2022.

Please plan to attend our annual meeting of stockholders to be held at 10:30 a.m. on May 17, 2022, at our corporate headquarters, 3000 North Main Street, Roswell, New Mexico. On behalf of the Board of Directors and Team Pioneer, we thank you for trusting us with your investment in Pioneer Bancorp, Inc.

Sincerely,



Christopher G. Palmer
President and Chief Executive Officer

Roswell, New Mexico
April 15, 2022

INDEPENDENT AUDITOR'S REPORT

Board of Directors and Stockholders
Pioneer Bancorp, Inc.
Roswell, New Mexico

Opinion

We have audited the consolidated financial statements of Pioneer Bancorp, Inc., which comprise the consolidated balance sheets as of December 31, 2021 and 2020, and the related consolidated statements of income, comprehensive income, stockholders' equity, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Pioneer Bancorp, Inc. as of December 31, 2021 and 2020, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Pioneer Bancorp, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Pioneer Bancorp, Inc.'s ability to continue as a going concern for one year from the date the consolidated financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Pioneer Bancorp, Inc's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Pioneer Bancorp, Inc's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control–related matters that we identified during the audit.


Crowe LLP

Oak Brook, Illinois
March 8, 2022

PIONEER BANCORP, INC.
CONSOLIDATED BALANCE SHEETS
December 31, 2021 and 2020
(In thousands, except share amounts)

	<u>Note</u>	<u>2021</u>	<u>2020</u>
ASSETS			
Cash and cash equivalents	B	\$ 89,894	\$ 129,111
Interest-bearing deposits in other financial institutions		-	500
Securities:	C		
Available-for-sale		343,498	216,845
Held-to-maturity (fair value 2021 - \$14,184; 2020 - \$18,518)		13,596	17,713
Equity securities, at fair value		972	1,001
Loans held for sale, net	D	-	1,344
Loans, net	D	486,364	444,266
Federal Home Loan Bank (FHLB) stock		1,174	1,055
Other real estate owned		106	595
Premises and equipment, net	E	28,522	26,031
Mortgage servicing rights, net	F	-	89
Accrued interest receivable		2,224	2,219
Bank-owned life insurance		21,759	18,593
Other assets		<u>2,497</u>	<u>2,995</u>
 Total assets		 <u>\$ 990,606</u>	 <u>\$ 862,357</u>
LIABILITIES			
Deposits	G	\$ 801,483	\$ 666,969
FHLB advances and other borrowings	H	80,606	91,363
Official checks		2,480	2,033
Accrued interest payable		2	2
Accounts payable and other liabilities		<u>16,256</u>	<u>12,759</u>
 Total liabilities		 <u>900,827</u>	 <u>773,126</u>
 Commitments and contingencies	I		
STOCKHOLDERS' EQUITY			
Capital stock, \$1 par value; 2,000,000 shares authorized; 1,008,923 shares issued	J	1,009	1,009
Treasury stock (2021 - 40,403 shares; 2020 - 40,852 shares)		(2,421)	(2,448)
Additional paid-in capital		2,044	2,044
Retained earnings		91,659	86,723
Accumulated other comprehensive income (loss)	N	<u>(2,512)</u>	<u>1,903</u>
 Total stockholders' equity		 <u>89,779</u>	 <u>89,231</u>
 Total liabilities and stockholders' equity		 <u>\$ 990,606</u>	 <u>\$ 862,357</u>

See accompanying notes to consolidated financial statements.

PIONEER BANCORP, INC.
CONSOLIDATED STATEMENTS OF INCOME
Years Ended December 31, 2021 and 2020
(In thousands, except share amounts)

	<u>Note</u>	<u>2021</u>	<u>2020</u>
Interest and dividend income:			
Loans		\$ 24,901	\$ 20,410
Mortgage securities		2,680	1,946
Investment securities and other		<u>1,211</u>	<u>2,283</u>
Total		<u>28,792</u>	<u>24,639</u>
Interest expense:			
Deposits		575	1,134
FHLB advances and other borrowings		<u>63</u>	<u>581</u>
Total		<u>638</u>	<u>1,715</u>
Net interest income		<u>28,154</u>	<u>22,924</u>
Loan loss provision	D	<u>643</u>	<u>1,856</u>
Net interest income after loan loss provision		<u>27,511</u>	<u>21,068</u>
Noninterest income:			
Deposit account fees		8,744	7,587
Gain on sale of loans, net	D	65	649
Loan administration and service fees		355	188
Unrealized gain (loss) on equity securities		(29)	6
Other		<u>730</u>	<u>1,229</u>
Total		<u>9,865</u>	<u>9,659</u>
Noninterest expense:			
Compensation and employee benefits	L/M	11,003	10,942
Equipment		1,418	1,571
Data processing		5,762	5,473
Occupancy		1,701	1,687
Stationery, printing, and office supplies		399	413
Professional and supervisory		743	794
Federal deposit insurance		484	209
Postage and transportation		368	333
Advertising and public relations		816	676
Telephone		102	119
Other		<u>850</u>	<u>847</u>
Total		<u>23,646</u>	<u>23,064</u>
Net income		<u>\$ 13,730</u>	<u>\$ 7,663</u>

(Continued)

PIONEER BANCORP, INC.
CONSOLIDATED STATEMENTS OF INCOME
Years Ended December 31, 2021 and 2020
(In thousands, except share amounts)

	<u>Note</u>	<u>2021</u>	<u>2020</u>
Weighted-average number of capital stock shares outstanding:			
Basic		968,413	967,188
Diluted		968,580	967,745
Earnings per share:			
Basic		\$ 14.18	\$ 7.92
Diluted		14.18	7.92

See accompanying notes to consolidated financial statements.

PIONEER BANCORP, INC.
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
Years Ended December 31, 2021 and 2020
(In thousands)

	<u>Note</u>	<u>2021</u>	<u>2020</u>
Net income		\$ 13,730	\$ 7,663
Other comprehensive income:			
Unrealized gains (losses) on securities:			
Unrealized holding gain (loss) arising during the period		(4,934)	3,567
Amortization of unrealized losses on held-to-maturity securities that were formerly available-for-sale		-	12
		<u>(4,934)</u>	<u>3,579</u>
Defined benefit pension plan:	L		
Net gain/(loss) arising during the period		535	(62)
Amortization of prior service cost included in net periodic pension cost		(16)	116
		<u>519</u>	<u>54</u>
Total other comprehensive income (loss)		<u>(4,415)</u>	<u>3,633</u>
Comprehensive income		<u>\$ 9,315</u>	<u>\$ 11,296</u>

See accompanying notes to consolidated financial statements.

PIONEER BANCORP, INC.
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
Years Ended December 31, 2021 and 2020
(In thousands, except share amounts)

	Capital Stock \$1 Par	Treasury Stock	Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income/(Loss)	Total
Balance, January 1, 2020	\$ 1,009	\$ (2,453)	\$ 2,044	\$ 82,117	\$ (1,730)	\$ 80,987
Net income	-	-	-	7,663	-	7,663
Other comprehensive income	-	-	-	-	3,633	3,633
Purchase of treasury stock (800 shares)	-	(58)	-	-	-	(58)
Exercise of stock options (1,400 shares)	-	63	-	-	-	63
Distributions - \$3.16 per share	-	-	-	(3,057)	-	(3,057)
Balance, December 31, 2020	1,009	(2,448)	2,044	86,723	1,903	89,231
Net income	-	-	-	13,730	-	13,730
Other comprehensive loss	-	-	-	-	(4,415)	(4,415)
Purchase of treasury stock (1 share)	-	-	-	-	-	-
Exercise of stock options (450 shares)	-	27	-	-	-	27
Distributions - \$9.08 per share	-	-	-	(8,794)	-	(8,794)
Balance, December 31, 2021	<u>\$ 1,009</u>	<u>\$ (2,421)</u>	<u>\$ 2,044</u>	<u>\$ 91,659</u>	<u>\$ (2,512)</u>	<u>\$ 89,779</u>

See accompanying notes to consolidated financial statements.

PIONEER BANCORP, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
Years Ended December 31, 2021 and 2020
(In thousands, except share amounts)

	<u>2021</u>	<u>2020</u>
Cash flows from operating activities:		
Net income	\$ 13,730	\$ 7,663
Adjustments to reconcile net income to net cash from operating activities:		
Amortization (accretion) of:		
Mortgage servicing rights	89	241
Premiums and discounts on investments and mortgage securities, net	(2,100)	(4,572)
Equity securities fair value adjustment	29	(21)
Loan loss provision	643	1,856
Net (gain)/loss on sales and disposals of:		
Loans	(65)	154
Premises and equipment	-	28
Foreclosed assets	(36)	-
FHLB stock dividends	(2)	(58)
Depreciation of premises and equipment	1,493	1,605
Origination of mortgage loans held for sale	(425)	(18,373)
Proceeds from sales of loans held for sale	1,834	18,896
Earnings on bank-owned life insurance	(553)	(742)
Changes in operating assets and liabilities:		
Accrued interest receivable	(5)	847
Other assets	498	1,657
Accrued interest payable	-	(95)
Accounts payable and other liabilities, net of distributions declared, not paid	1,370	(92)
Net cash from operating activities	<u>16,500</u>	<u>8,994</u>
Cash flows from investing activities:		
Loan originations and principal payments on loans, net	(42,847)	(76,159)
Net change in interest-bearing deposits in other financial institutions	500	(500)
Securities:		
Available-for-sale:		
Purchases	(187,320)	(157,787)
Maturities, prepayments and calls	57,942	180,548
Held-to-maturity:		
Maturities, prepayments and calls	4,008	100,734
Additions to premises and equipment	(3,984)	(1,124)
Redemptions of FHLB stock	-	3,036
Purchases of FHLB stock	(117)	(60)
Purchases of bank owned life insurance	(2,613)	-
Proceeds from sales of foreclosed assets	631	1,228
Net cash from (used in) investing activities	<u>(173,800)</u>	<u>49,916</u>

(Continued)

PIONEER BANCORP, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
Years Ended December 31, 2021 and 2020
(In thousands, except share amounts)

	<u>2021</u>	<u>2020</u>
Cash flows from financing activities:		
Net change in deposits	\$ 134,514	\$ 95,688
Payments on FHLB advances	-	(68,000)
Net change in short-term FHLB advances and other borrowings	(10,757)	12,854
Net change in official checks	447	658
Net change in advance payments for taxes and insurance	1,125	8
Sale (purchase) of treasury shares, net	-	(58)
Proceeds from exercise of stock options	27	63
Payment of cash distributions	<u>(7,273)</u>	<u>(3,510)</u>
Net cash from financing activities	<u>118,083</u>	<u>37,703</u>
 Net change in cash and cash equivalents	 (39,217)	 96,613
Cash and cash equivalents at beginning of year	<u>129,111</u>	<u>32,498</u>
 Cash and cash equivalents at end of year	 <u>\$ 89,894</u>	 <u>\$ 129,111</u>
 Supplemental cash flow information:		
Cash paid during the year for interest	\$ 638	\$ 1,811
 Supplemental noncash disclosures:		
Distributions declared, not paid	\$ 2,421	\$ 900
Transfers from loans to foreclosed assets	106	-

See accompanying notes to consolidated financial statements.

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization, Nature of Operations and Principles of Consolidation: Pioneer Bancorp, Inc. (the Bancorp) is a Nevada corporation chartered as a thrift holding company. The Bancorp holds all the issued and outstanding shares of Pioneer Bank (the Bank). The Bank is a federal savings bank operating in Southern New Mexico. Deposits in the Bank are insured by the Federal Deposit Insurance Corporation (the FDIC). The Bank has one subsidiary, Pioneer Mortgage Company (PMC), and PMC has one subsidiary, PPM, Inc., both of which are currently inactive. These consolidated financial statements include these entities, collectively referred to as “the Company”. Intercompany transactions and balances are eliminated in consolidation. The Company is not a public business entity (PBE) as defined by accounting standards.

Pioneer provides financial services through six (6) full customer service facilities, six (6) banking branches, and a network of twenty-one (21) ATMs. The Bank’s primary deposit products are checking, savings, and term certificate accounts, and the Bank’s primary lending products are commercial, consumer, and residential mortgage loans. Substantially all loans are secured by specific items of collateral including commercial and residential real estate, business assets, and consumer assets. Commercial loans are expected to be repaid from cash flow from operations of businesses. There are no significant concentrations of loans to any one industry or customer. However, the customers’ ability to repay their loans is dependent on the real estate and general economic conditions in the Bank’s lending area. The Company engages in mortgage banking activities and, as such, originates and services one-to-four family residential mortgage loans.

Subsequent Events: The Company has evaluated subsequent events for recognition and disclosure through March 8, 2022, which is the date the financial statements were available to be issued.

Use of Estimates: To prepare financial statements in conformity with accounting principles generally accepted in the United States of America, management makes estimates and assumptions based on available information. These estimates and assumptions affect the amounts reported in the financial statements and the disclosures provided, and actual results could differ.

A strain of the coronavirus spread around the world with resulting business and social disruption. The coronavirus was declared a Public Health Emergency of International Concern by the World Health Organization. The Company’s operating area has experienced employment issues, supply chain restrictions, and inflation risk. The operations and business results of the Company could be materially adversely affected. Significant estimates as disclosed in Note A, including the allowance for loan losses and valuation of securities may be materially adversely impacted by national and local events designed to contain the coronavirus.

Cash Flows: Cash and cash equivalents include cash, deposits with other financial institutions with maturities under 90 days, and federal funds sold. Net cash flows are reported for customer loan and deposit transactions, interest-bearing deposits in other financial institutions, and federal funds purchased and repurchase agreements. Interest-bearing deposits in other financial institutions mature within one (1) year and are carried at cost.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Restrictions on Cash: Cash on hand or on deposit with the Federal Reserve Bank was required to meet regulatory reserve and clearing requirements.

Interest-bearing Deposits in Other Financial Institutions: Interest-bearing deposits in other financial institutions consist of certificates of deposit with terms over three months.

Securities: Debt securities are classified as held-to-maturity and carried at amortized cost when management has the positive intent and ability to hold them to maturity. Debt securities are classified as available-for-sale when they might be sold before maturity. Available-for-sale securities are carried at fair value, with unrealized holding gains and losses reported in other comprehensive income.

Equity securities are carried at fair value, with changes in fair value reported in net income. Equity securities without readily determinable fair values are carried at cost, minus impairment, if any, plus or minus changes resulting from observable price changes in orderly transactions for the identical or a similar investment.

Interest income includes amortization of purchase premium or discount. Premiums and discounts on securities are amortized on the level-yield method without anticipating prepayments, except for mortgage-backed securities where prepayments are anticipated. Gains and losses on sales are recorded on the trade date and determined using the specific identification method.

Management evaluates securities for other-than-temporary impairment (“OTTI”) on at least a quarterly basis and more frequently when economic or market conditions warrant such an evaluation. For securities in an unrealized loss position, management considers the extent and duration of the unrealized loss and the financial condition and near-term prospects of the issuer. Management also assesses whether it intends to sell, or it is more likely than not that it will be required to sell, a security in an unrealized loss position before recovery of its amortized cost basis. If either of the criteria regarding intent or requirement to sell is met, the entire difference between amortized cost and fair value is recognized as impairment through earnings. For debt securities that do not meet the aforementioned criteria, the amount of impairment is split into two components as follows: 1) OTTI related to credit loss, which must be recognized in the income statement; and 2) OTTI related to other factors, which is recognized in other comprehensive income. Credit loss is defined as the difference between the present value of the cash flows expected to be collected and the amortized cost basis. For equity securities, the entire amount of impairment is recognized through earnings.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Loans: Loans that management has the intent and ability to hold for the foreseeable future or until maturity or payoff are reported at the principal balance outstanding, net of purchase premiums and discounts, deferred loan fees and costs, and allowance for loan losses. Interest income is accrued on the unpaid principal balance.

Interest income on all classes of loans is discontinued at the time the loan is 90 days delinquent unless the loan is well-secured and in process of collection. Consumer loans are typically charged off no later than 120 days past due. Past due status is based on the contractual terms of the loan. Loans may be placed on nonaccrual sooner based on management judgement. In all cases, all classes of loans are placed on nonaccrual or charged-off at an earlier date if collection of principal or interest is considered doubtful. Nonaccrual loans and loans past due 90 days still on accrual include both smaller balance homogeneous loans that are collectively evaluated for impairment and individually classified impaired loans.

All interest accrued but not received for loans placed on nonaccrual is reversed against interest income for all classes of loans. Interest received on such loans is accounted for on the cash-basis or cost recovery method, until qualifying for return to accrual. Loans return to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured.

Allowance for Loan Losses: The allowance for loan losses is a valuation allowance for probable incurred credit losses. Loan losses are charged against the allowance when management believes the uncollectability of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance. Management estimates the allowance balance required using past loan loss experience, the nature and volume of the portfolio, information about specific borrower situations and estimated collateral values, economic conditions, and other factors. Allocations of the allowance may be made for specific loans, but the entire allowance is available for any loan that, in management's judgment, should be charged off.

The allowance consists of specific and general components. The specific component relates to loans that are individually classified as impaired. For all classes of loans, a loan is impaired when, based on current information and events, it is probable that the Company will be unable to collect all amounts due according to the contractual terms of the loan agreement. Loans, for which the terms have been modified, and for which the borrower is experiencing financial difficulties, are considered troubled debt restructurings and classified as impaired.

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PIONEER BANCORP, INC.
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NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Factors considered by management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of the shortfall in relation to the principal and interest owed.

Commercial, multifamily, construction and land loans are individually evaluated for impairment. If a loan is impaired, a portion of the allowance is allocated so that the loan is reported, net, at the present value of estimated future cash flows using the loan's existing rate or at the fair value of collateral if repayment is expected solely from the collateral. Large groups of smaller balance homogeneous loans, such as consumer and residential real estate loans, are collectively evaluated for impairment, and accordingly, they are not separately identified for impairment disclosures.

Troubled debt restructurings are separately identified for impairment disclosures and are measured at the present value of estimated future cash flows using the loan's effective rate at inception. If a troubled debt restructuring is considered to be a collateral dependent loan, the loan is reported, net, at the fair value of the collateral. For troubled debt restructurings that subsequently default, the Company determines the amount of reserve in accordance with the accounting policy for the allowance for loan losses on loans individually identified as impaired.

The general component covers nonimpaired loans and is based on historical loss experience adjusted for current factors. The historical loss experience is determined by class and is based on the actual loss history experienced by the Company. This actual loss experience is supplemented with other economic factors based on the risks present for the portfolio. These economic factors include consideration of the following: levels of and trends in delinquencies and impaired loans; levels of and trends in charge-offs and recoveries; trends in volume and terms of loans; effects of any changes in risk selection and underwriting standards; other changes in lending policies, procedures, and practices; experience, ability, and depth of lending management and other relevant staff; national and local economic trends and conditions; industry conditions; and effects of changes in credit concentrations.

The following portfolio segments have been identified: Loans secured by real estate, commercial and industrial, and consumer. Loans secured by real estate include the following classes: residential construction, nonresidential construction & land, home equity lines of credit, residential, second mortgages, multifamily, and commercial.

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NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Company considers loan performance and collateral values in assessing risk in the loan portfolio. The primary risk factors that have been identified for each loan segment are as follows:

- Loans secured by real estate are affected by the local real estate market, the local economy, and movement in interest rates. Appraisals are obtained to support the loan amount. For residential real estate, the Company evaluates the borrower's repayment ability through a review of credit scores and debt-to-income ratios. Commercial real estate loans are dependent on the industries tied to these loans. An evaluation of the entity's cash flows is performed to evaluate the borrower's ability to repay the loan.
- Commercial and industrial loans are dependent on the strength of the industries of the related borrowers and the success of their businesses. Commercial loans are advanced for equipment purchases or to provide working capital or meet other financing needs of the business. These loans may be secured by accounts receivable, inventory, equipment or other business assets. Financial information is obtained from the borrower to evaluate the debt service coverage and ability to repay the loans.
- Consumer loans are dependent on the local economy, and are generally secured by consumer assets, but may be unsecured. The Company evaluates the borrower's repayment ability through a review of credit scores and an evaluation of debt-to-income ratios.

In addition, certain regulatory agencies, as an integral part of their examination process, periodically review the Bank's allowance for adequacy. Such agencies may require the Bank to change the allowance based on their judgment about information available to them at the time of their examination.

Loan Commitments and Related Financial Instruments: Financial instruments include off-balance-sheet credit instruments, such as commitments to make loans and commercial letters of credit, issued to meet customer financing needs. The face amount for these items represents the exposure to loss, before considering customer collateral or ability to repay. Such financial instruments are recorded when they are funded.

Federal Home Loan Bank (FHLB) Stock: The Bank is a member of the FHLB system. Members are required to own a certain amount of stock based on the level of borrowings and other factors, and may invest in additional amounts. FHLB stock is carried at cost, classified as a restricted security, and periodically evaluated for impairment based on the ultimate recovery of par value. Both cash and stock dividends are reported as income.

Premises and Equipment: Land is carried at cost. Premises and equipment are stated at cost less accumulated depreciation. Buildings and related components are depreciated using the straight-line method with useful lives ranging from 5 to 39 years. Furniture, fixtures and equipment are depreciated using the straight-line method with useful lives ranging from 3 to 12 years. Leasehold improvements are amortized over the life of the asset or the term of the lease, whichever is shorter. Repairs and maintenance not extending the useful life of the asset are expensed.

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PIONEER BANCORP, INC.
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NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Long-Term Assets: Premises and equipment, core deposit and other intangible assets, and other long-term assets are reviewed for impairment when events indicate their carrying amounts may not be recoverable from future undiscounted cash flows. If impaired, the assets are recorded at fair value.

Servicing Rights: When mortgage loans are sold with servicing retained, servicing rights are initially recorded at fair value with the income statement effect recorded in gains on sales of loans. The remaining unamortized mortgage service rights were fully amortized during 2021. Management does not expect to sell loans with servicing retained in the future.

Servicing rights are evaluated for impairment based upon the fair value of the rights as compared to carrying amount. Impairment is determined by stratifying rights into groupings based on predominant risk characteristics, such as interest rate, loan type and investor type. Impairment is recognized through a valuation allowance for an individual grouping, to the extent that fair value is less than the carrying amount. If the Company later determines that all or a portion of the impairment no longer exists for a particular grouping, a reduction of the allowance may be recorded as an increase to income. The fair values of servicing rights are subject to significant fluctuations as a result of changes in estimated and actual prepayment speeds and default rates and losses.

Servicing fee income, which is reported on the income statement as loan administration and service fees, is recorded for fees earned for servicing loans. The fees are based on a contractual percentage of the outstanding principal, or a fixed amount per loan and are recorded as income when earned. The amortization of mortgage servicing rights is netted against loan servicing fee income. Subservicing expense, which is reported on the income statement as other expense, is recorded for expense paid to a third party to service loans.

Transfers of Financial Assets: Transfers of financial assets are accounted for as sales, when control over the assets has been relinquished. Control over transferred assets is deemed to be surrendered when the assets have been isolated from the Company, the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and the Company does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity.

Other Real Estate Owned: Assets acquired through or instead of loan foreclosure are initially recorded at fair value less costs to sell when acquired, establishing a new cost basis. Physical possession of residential real property collateralizing a consumer mortgage loan occurs when legal title is obtained upon completion of foreclosure or when the borrower conveys all interest in the property to satisfy the loan through completion of a deed in lieu of foreclosure or through a similar legal agreement. These assets are subsequently accounted for at the lower of cost or fair value less estimated costs to sell. If fair value declines subsequent to foreclosure, a write-down is recorded through expense. Operating costs after acquisition are expensed. Other real estate owned at year-end 2021 included one residential property with a carrying value of \$106 thousand.

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NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Bank-Owned Life Insurance: The Bank has purchased life insurance policies on certain key executives. Bank-owned life insurance is recorded at the amount that can be realized under the insurance contract at the balance sheet date, which is the cash surrender value adjusted for other charges or other amounts due that are probable at settlement.

Retirement Plans: Defined benefit pension plan expense is the net of service and interest cost and amortization of gains and losses not immediately recognized.

Employee Stock Ownership Plan (ESOP): The Company maintains a non-contributory, non-leveraged ESOP. Contribution expense is based on the market price of shares as they are contributed to participant accounts. Distributions on allocated shares reduce retained earnings.

Stock-Based Compensation: Compensation cost is recognized for stock options issued to employees based on the fair value of these awards at the date of grant. A Black-Scholes model is utilized to estimate the fair value of stock options. Compensation cost is recognized over the required service period, generally defined as the vesting period.

Loss Contingencies: Loss contingencies, including claims and legal actions arising in the ordinary course of business, are recorded as liabilities when the likelihood of loss is probable and an amount or range of loss can be reasonably estimated. Management does not believe there now are such matters that will have a material effect on the financial statements.

Income Taxes: The Bancorp files a consolidated U.S. federal income tax return with its subsidiary, Pioneer Bank, and its subsidiary, Pioneer Mortgage Company. The Bancorp also files a consolidated state income tax return in New Mexico and a franchise tax return in Texas. The Company is taxed under Subchapter S of the Internal Revenue Code, whereby the Company's taxable income is reported on the individual stockholders' tax returns.

A tax position is recognized as a benefit only if it is "more likely than not" that the tax position would be sustained in a tax examination, with a tax examination presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the "more likely than not" test, no tax benefit is recorded.

The Company recognizes interest and/or penalties related to income tax matters in income tax expense. There were no interest or penalties recorded in the income statement for the years ended December 31, 2021 and 2020. The Company is no longer subject to examination by taxing authorities for years before 2018.

Earnings Per Share: Earnings per share of capital stock has been computed on the basis of the weighted-average number of shares of capital stock outstanding. ESOP shares are considered outstanding for this calculation unless unearned. Diluted earnings per common share include the dilutive effect of additional potential common shares issuable under stock options which was 167 shares at December 31, 2021 and 557 shares at December 31, 2020. There were no antidilutive potential common shares.

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PIONEER BANCORP, INC.
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NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Dividend Restriction: Banking regulations require maintaining certain capital levels and may limit the dividends paid by the Bank to the holding company which will limit the ability of the holding company to pay distributions to stockholders.

Comprehensive Income: Comprehensive income consists of net income and other comprehensive income. Other comprehensive income includes unrealized gains and losses on securities available-for-sale and changes in the status of the defined benefit plan which are also recognized as separate components of equity.

Fair Value of Financial Instruments: Fair values of financial instruments are estimated using relevant market information and other assumptions, as more fully disclosed in Note K. Fair value estimates involve uncertainties and matters of significant judgment regarding interest rates, credit risk, prepayments, and other factors, especially in the absence of broad markets for particular items. Changes in assumptions or in market conditions could significantly affect the estimates.

Reclassifications: Some items in the prior year financial statements were reclassified to conform to the current presentation. Reclassifications had no effect on prior year net income or stockholders' equity.

New Accounting Standards That Have Not Yet Been Adopted:

In June 2016, the FASB amended existing guidance to replace the incurred loss model with an expected loss model, which is referred to as the current expected credit loss (CECL) model. The CECL model is applicable to the measurement of credit losses on financial assets measured at amortized cost, including loan receivables, held-to-maturity debt securities, and reinsurance receivables. It also applies to off-balance sheet credit exposures not accounted for as insurance (loan commitments, standby letters of credit, financial guarantees, and other similar instruments) and net investments in leases recognized by a lessor. For debt securities with other-than-temporary impairment, the guidance will be applied prospectively. For all other assets within the scope of CECL, a cumulative-effect adjustment will be recognized in retained earnings as of the beginning of the first reporting period in which the guidance is effective. These amendments were initially effective for annual periods beginning after December 15, 2020. During 2019, FASB delayed the effective periods beginning after December 15, 2022. The Bank has created a CECL implementation team and has been working with an external vendor regarding the development of a CECL-compliant model and gathering of the requisite data. At this time, management is still evaluating the impact of the standard.

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NOTE B - CASH AND CASH EQUIVALENTS

Cash and cash equivalents, subject to regulatory reserve requirements of \$0 and \$0 at December 31, 2021 and 2020, consisted of the following:

	<u>2021</u>	<u>2020</u>
Cash and due from banks	\$ 13,361	\$ 12,210
Interest-bearing deposits	<u>76,533</u>	<u>116,901</u>
Total cash and cash equivalents	<u>\$ 89,894</u>	<u>\$ 129,111</u>

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PIONEER BANCORP, INC.
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NOTE C - SECURITIES

The following table summarizes the amortized cost and fair value of securities available-for-sale and securities held-to-maturity at December 31, 2021 and 2020 and the corresponding amounts of gross unrealized gains and losses recognized in accumulated other comprehensive income/(loss) and gross unrecognized gains and losses:

<u>2021</u>	Amortized <u>Cost</u>	Gross Unrealized <u>Gains</u>	Gross Unrealized <u>Losses</u>	Fair <u>Value</u>
Available-for-sale				
U.S. Government-sponsored agencies	\$ 43,788	\$ 798	\$ -	\$ 44,586
Residential mortgage-backed securities	245,585	679	(2,207)	244,057
Commercial mortgage-backed securities	33,398	130	(553)	32,975
Collateralized mortgage obligations	<u>22,080</u>	<u>6</u>	<u>(206)</u>	<u>21,880</u>
Total available-for-sale	<u>\$ 344,851</u>	<u>\$ 1,613</u>	<u>\$ (2,966)</u>	<u>\$ 343,498</u>
	Amortized <u>Cost</u>	Gross Unrecognized <u>Gains</u>	Gross Unrecognized <u>Losses</u>	Fair <u>Value</u>
Held-to-maturity				
Residential mortgage-backed securities	\$ 8,014	\$ 262	\$ (3)	\$ 8,273
Collateralized mortgage obligations	-	-	-	-
State and political subdivision	<u>5,582</u>	<u>329</u>	<u>-</u>	<u>5,911</u>
Total held-to-maturity	<u>\$ 13,596</u>	<u>\$ 591</u>	<u>\$ (3)</u>	<u>\$ 14,184</u>

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PIONEER BANCORP, INC.
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NOTE C - SECURITIES (Continued)

<u>2020</u>	Amortized <u>Cost</u>	Gross Unrealized <u>Gains</u>	Gross Unrealized <u>Losses</u>	Fair <u>Value</u>
Available-for-sale				
U.S. Government-sponsored agencies	\$ 48,218	\$ 1,854	\$ -	\$ 50,072
Residential mortgage-backed securities	115,303	1,744	(184)	116,863
Commercial mortgage-backed securities	28,880	354	(148)	29,086
Collateralized mortgage obligations	<u>20,877</u>	<u>-</u>	<u>(53)</u>	<u>20,824</u>
Total available-for-sale	<u>\$ 213,278</u>	<u>\$ 3,952</u>	<u>\$ (385)</u>	<u>\$ 216,845</u>
	Amortized <u>Cost</u>	Gross Unrecognized <u>Gains</u>	Gross Unrecognized <u>Losses</u>	Fair <u>Value</u>
Held-to-maturity				
Residential mortgage-backed securities	12,046	404	(3)	12,447
Collateralized mortgage obligations	4	-	-	4
State and political subdivision	<u>5,663</u>	<u>404</u>	<u>-</u>	<u>6,067</u>
Total held-to-maturity	<u>\$ 17,713</u>	<u>\$ 808</u>	<u>\$ (3)</u>	<u>\$ 18,518</u>

The amortized cost and fair value of the available-for sale and held-to-maturity securities portfolio by contractual maturity are shown below. The table below includes mortgage-backed securities maturing at the contractual maturity; however, expected maturities may differ from contractual maturities if borrowers have the right to call or prepay obligations with or without call or prepayment penalties:

	December 31, 2021			
	Available-for-sale		Held-to-maturity	
	Amortized <u>Cost</u>	Fair <u>Value</u>	Amortized <u>Cost</u>	Fair <u>Value</u>
Maturity				
Within one year	\$ 18,975	\$ 19,190	\$ 1,206	\$ 1,212
One to five years	56,132	56,214	3,237	3,397
Five to ten years	34,468	34,498	2,062	2,229
Beyond ten years	<u>235,276</u>	<u>233,596</u>	<u>7,091</u>	<u>7,346</u>
	<u>\$ 344,851</u>	<u>\$ 343,498</u>	<u>\$ 13,596</u>	<u>\$ 14,184</u>

Securities pledged to secure public deposits and repurchase agreements at December 31, 2021 and 2020 were approximately \$201.2 million and \$200.1 million at fair value.

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PIONEER BANCORP, INC.
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NOTE C - SECURITIES (Continued)

Securities with unrealized losses at December 31, 2021 and 2020, aggregated by major security type and length of time that individual securities have been in a continuous unrealized loss position, were as follows:

	Less than 12 Months		12 Months or Longer		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
<u>2021</u>						
Available-for-sale						
Residential mortgage-backed securities	\$ 173,456	\$ (1,685)	\$ 21,953	\$ (522)	\$ 195,409	\$ (2,207)
Commercial mortgage-backed securities	15,176	(257)	13,285	(296)	28,461	(553)
Collateralized mortgage obligations	2,095	(52)	9,566	(154)	11,661	(206)
	<u>\$ 190,727</u>	<u>\$ (1,994)</u>	<u>\$ 44,804</u>	<u>\$ (972)</u>	<u>\$ 235,531</u>	<u>\$ (2,966)</u>
Held-to-maturity						
Residential mortgage-backed securities	\$ -	\$ -	\$ 373	\$ (3)	\$ 373	\$ (3)
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 373</u>	<u>\$ (3)</u>	<u>\$ 373</u>	<u>\$ (3)</u>
<u>2020</u>						
Available-for-sale						
Residential mortgage-backed securities	\$ 32,006	\$ (184)	\$ -	\$ -	\$ 32,006	\$ (184)
Commercial mortgage-backed securities	13,759	(148)	-	-	13,759	(148)
Collateralized mortgage obligations	20,824	(53)	-	-	20,824	(53)
	<u>\$ 66,589</u>	<u>\$ (385)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 66,589</u>	<u>\$ (385)</u>
Held-to-maturity						
Residential mortgage-backed securities	\$ 446	\$ (3)	\$ -	\$ -	\$ 446	\$ (3)
	<u>\$ 446</u>	<u>\$ (3)</u>	<u>\$ 3</u>	<u>\$ -</u>	<u>\$ 449</u>	<u>\$ (3)</u>

At December 31, 2021 and 2020, unrealized losses on U.S. Government-sponsored agencies and mortgage-backed securities held by the Company have not been recognized into income because the decline in fair value is attributable to changes in interest rates, not credit quality. The mortgage-backed securities held by the Company were issued by U.S. Government-sponsored entities and agencies, primarily Ginnie Mae (GNMA), Fannie Mae (FNMA) and Freddie Mac (FHLMC), institutions which the Government has affirmed its commitment to support. Because the Company does not have the intent to sell these securities and it is not likely that it will be required to sell the securities before their anticipated recovery, the Company does not consider these securities to be other-than-temporarily impaired.

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PIONEER BANCORP, INC.
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NOTE D - LOANS

Loans at December 31, 2021 and 2020, by major category consisted of the following:

	<u>2021</u>	<u>2020</u>
Loans secured by real estate:		
Residential construction	\$ 62,798	\$ 42,465
Nonresidential construction & land	53,532	46,530
Residential	89,205	122,204
Multifamily	28,370	10,463
Commercial	133,620	121,893
Commercial & industrial	115,209	93,918
Consumer	<u>9,676</u>	<u>12,424</u>
Total loans	<u>492,410</u>	<u>449,897</u>
 Allowance for loan losses	 <u>(6,046)</u>	 <u>(5,631)</u>
 Loans, net	 <u>\$ 486,364</u>	 <u>\$ 444,266</u>

Loans to executive officers, directors, and their affiliates were \$2.6 million and \$1.8 million at December 31, 2021 and 2020.

Included in commercial & industrial loans are \$8.7 million and \$44.3 million of loans made under the Payroll Protection Program (PPP) at December 31, 2021 and 2020, which are guaranteed by the Small Business Administration (SBA). The loans have a term of 24 or 60 months but are eligible for forgiveness by the SBA. The Company recognized \$1.7 million and \$800.8 thousand of fee income during 2021 and 2020 on the PPP loan originations.

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NOTE D - LOANS (Continued)

The following tables present activity in the allowance for loan losses for the years ended December 31, 2021 and 2020:

<u>2021</u>	Beginning Balance	Loan Loss Provision	Charge-offs	Recoveries	Ending Balance
Loans secured by real estate:					
Residential construction	\$ 438	\$ 170	\$ -	\$ -	\$ 608
Nonresidential construction & land	625	49	-	-	674
Residential	1,908	(712)	-	24	1,220
Multifamily	32	124	-	-	156
Commercial	1,469	58	(2)	1	1,526
Commercial & industrial	708	796	-	-	1,504
Consumer	451	158	(667)	416	358
	<u>5,631</u>	<u>643</u>	<u>(669)</u>	<u>441</u>	<u>6,046</u>
Total	<u>\$ 5,631</u>	<u>\$ 643</u>	<u>\$ (669)</u>	<u>\$ 441</u>	<u>\$ 6,046</u>

<u>2020</u>	Beginning Balance	Loan Loss Provision	Charge-offs	Recoveries	Ending Balance
Loans secured by real estate:					
Residential construction	\$ 255	\$ 183	\$ -	\$ -	\$ 438
Nonresidential construction & land	138	487	-	-	625
Residential	1,724	200	(60)	44	1,908
Multifamily	11	21	-	-	32
Commercial	1,375	94	-	-	1,469
Commercial & industrial	356	352	-	-	708
Consumer	508	519	(955)	379	451
	<u>4,367</u>	<u>1,856</u>	<u>(1,015)</u>	<u>423</u>	<u>5,631</u>
Total	<u>\$ 4,367</u>	<u>\$ 1,856</u>	<u>\$ (1,015)</u>	<u>\$ 423</u>	<u>\$ 5,631</u>

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NOTE D - LOANS (Continued)

The following tables represent the balance in the allowance for loan losses and the recorded investment in loans based on impairment method as of year-end 2021 and 2020:

	Loan Balances			Allowance for Loan Losses		
	Individually	Collectively	Total	Individually	Collectively	Total
	Evaluated for Impairment	Evaluated for Impairment	Recorded Investment	Evaluated for Impairment	Evaluated for Impairment	
<u>2021</u>						
Loans secured by real estate:						
Residential construction	\$ -	\$ 62,798	\$ 62,798	\$ -	\$ 608	\$ 608
Nonresidential construction & land	-	53,532	53,532	-	674	674
Residential	-	89,205	89,205	-	1,220	1,220
Multifamily	-	28,370	28,370	-	156	156
Commercial	-	133,620	133,620	-	1,526	1,526
Commercial & industrial	-	115,209	115,209	-	1,504	1,504
Consumer	-	9,676	9,676	-	358	358
	<u>-</u>	<u>492,410</u>	<u>492,410</u>	<u>-</u>	<u>6,046</u>	<u>6,046</u>
Total	\$ -	\$ 492,410	\$ 492,410	\$ -	\$ 6,046	\$ 6,046

	Loan Balances			Allowance for Loan Losses		
	Individually	Collectively	Total	Individually	Collectively	Total
	Evaluated for Impairment	Evaluated for Impairment	Recorded Investment	Evaluated for Impairment	Evaluated for Impairment	
<u>2020</u>						
Loans secured by real estate:						
Residential construction	\$ -	\$ 42,465	\$ 42,465	\$ -	\$ 438	\$ 438
Nonresidential construction & land	-	46,530	46,530	-	625	625
Residential	-	122,204	122,204	-	1,908	1,908
Multifamily	-	10,463	10,463	-	32	32
Commercial	-	121,893	121,893	-	1,469	1,469
Commercial & industrial	-	93,918	93,918	-	708	708
Consumer	-	12,424	12,424	-	451	451
	<u>-</u>	<u>449,897</u>	<u>449,897</u>	<u>-</u>	<u>5,631</u>	<u>5,631</u>
Total	\$ -	\$ 449,897	\$ 449,897	\$ -	\$ 5,631	\$ 5,631

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PIONEER BANCORP, INC.
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NOTE D - LOANS (Continued)

The following tables present the aging of the recorded investment in past due loans as of year-end 2021 and 2020 by class of loans:

<u>2021</u>	30 - 59 Days Past Due	60 - 89 Days Past Due	90 Days or more Past Due Still on Accrual	Nonaccrual	Loans Not Past Due	Total
Loans secured by real estate:						
Residential construction	\$ 321	\$ -	\$ -	\$ -	\$ 62,477	\$ 62,798
Nonresidential construction & land	-	-	-	-	53,532	53,532
Residential	2,019	306	-	4,254	82,626	89,205
Multifamily	-	-	-	-	28,370	28,370
Commercial	8,872	-	-	-	124,748	133,620
Commercial & industrial	624	153	-	632	113,800	115,209
Consumer	49	12	17	-	9,598	9,676
Total	\$ 11,885	\$ 471	\$ 17	\$ 4,886	\$ 475,151	\$ 492,410
<u>2020</u>	30 - 59 Days Past Due	60 - 89 Days Past Due	90 Days or more Past Due Still on Accrual	Nonaccrual	Loans Not Past Due	Total
Loans secured by real estate:						
Residential construction	\$ 256	\$ -	\$ -	\$ -	\$ 42,209	\$ 42,465
Nonresidential construction & land	-	-	-	-	46,530	46,530
Residential	2,817	903	-	8,450	110,034	122,204
Multifamily	-	-	-	-	10,463	10,463
Commercial	668	-	-	9,291	111,934	121,893
Commercial & industrial	924	-	154	240	92,600	93,918
Consumer	207	7	-	-	12,210	12,424
Total	\$ 4,872	\$ 910	\$ 154	\$ 17,981	\$ 425,980	\$ 449,897

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE D - LOANS *(Continued)*

Troubled Debt Restructurings:

As of December 31, 2021 and 2020, the Company has a recorded investment in troubled debt restructurings of \$586 thousand and \$649 thousand, respectively. The company has allocated \$0 thousand and \$0 thousand of specific allowance for those loans as of December 31, 2021 and 2020 and has committed to lend additional amounts totaling up to \$0 and \$0. There was no payment default within twelve months following the modification during the year ending December 31, 2021 and 2020.

In 2021 there was one loan in the amount of \$68 thousand modified as a trouble debt restructuring. In 2020 there were no modification of loans as trouble debt restructurings.

The Company is working with borrowers impacted by COVID-19 and providing modifications to include deferral of interest and/or principal payments for up to 12 months. These modifications are excluded from trouble debt restructuring classification under Section 4013 of the CARES Act or under applicable interagency guidance of federal banking regulators. The Company provided eight payment deferrals on loans during 2021 with a total principal balance of \$22.6 million or 4.6% of total loans. In 2020, the Company provided 164 payment deferrals on loans with a total principal balance of \$76.8 million, or 17.1% of total loans.

Credit Quality Indicators:

The Bank categorizes loans into risk categories based on relevant information about the ability of borrowers to service their debt such as: current financial information, historical payment experience, credit documentation, public information, and current economic trends, among other factors. The Bank analyzes loans individually by classifying the loans as to credit risk. This analysis includes non-homogeneous loans, such as commercial and commercial real estate loans.

Special Mention. Loans classified as special mention have a potential weakness that deserves management's close attention. If left uncorrected, these potential weaknesses may result in deterioration of the repayment prospects for the loan or of the institution's credit position at some future date.

Substandard. Loans classified as substandard are inadequately protected by the current net worth and paying capacity of the obligor or of the collateral pledged, if any. Loans so classified have a well-defined weakness or weaknesses that jeopardize the liquidation of the debt. They are characterized by the distinct possibility that the institution will sustain some loss if the deficiencies are not corrected.

Doubtful. Loans classified as doubtful have all the weaknesses inherent in those classified as substandard, with the added characteristic that the weaknesses make collection or liquidation in full, on the basis of currently existing facts, conditions, and values, highly questionable and improbable.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
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(In thousands, except share amounts)

NOTE D - LOANS (Continued)

Loans not meeting the criteria above that are analyzed individually as part of the above-described process are considered to be pass rated loans. Loans listed as not rated are included in groups of homogeneous loans. Management evaluates the risk category of these unrated loans when a loan becomes delinquent or a borrower requests a concession. Nonaccrual loans guaranteed by the Government are not rated. As of year-end 2021 and 2020, and based on the most recent analysis performed, the risk category of loans by class of loans is as follows:

<u>2021</u>	<u>Not Rated</u>	<u>Pass</u>	<u>Special Mention</u>	<u>Substandard</u>	<u>Doubtful</u>	<u>Total</u>
Loans secured by real estate:						
Residential construction	\$ -	\$ 62,798	\$ -	\$ -	\$ -	\$ 62,798
Nonresidential construction & land	-	53,532	-	-	-	53,532
Residential	87,958	-	-	1,247	-	89,205
Multifamily	-	28,370	-	-	-	28,370
Commercial	-	128,279	85	5,256	-	133,620
Commercial & industrial	-	113,977	222	1,010	-	115,209
Consumer	<u>9,572</u>	<u>-</u>	<u>-</u>	<u>87</u>	<u>17</u>	<u>9,676</u>
Total	<u>\$ 97,530</u>	<u>\$ 386,956</u>	<u>\$ 307</u>	<u>\$ 7,600</u>	<u>\$ 17</u>	<u>\$ 492,410</u>
<u>2020</u>	<u>Not Rated</u>	<u>Pass</u>	<u>Special Mention</u>	<u>Substandard</u>	<u>Doubtful</u>	<u>Total</u>
Loans secured by real estate:						
Residential construction	\$ -	\$ 42,465	\$ -	\$ -	\$ -	\$ 42,465
Nonresidential construction & land	-	46,530	-	-	-	46,530
Residential	119,646	1	320	887	1,350	122,204
Multifamily	-	10,463	-	-	-	10,463
Commercial	-	110,975	5,201	5,717	-	121,893
Commercial & industrial	-	93,128	240	550	-	93,918
Consumer	<u>12,368</u>	<u>-</u>	<u>18</u>	<u>38</u>	<u>-</u>	<u>12,424</u>
Total	<u>\$ 132,014</u>	<u>\$ 303,562</u>	<u>\$ 5,779</u>	<u>\$ 7,192</u>	<u>\$ 1,350</u>	<u>\$ 449,897</u>

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE E - PREMISES AND EQUIPMENT

Year-end premises and equipment consisted of:

	<u>2021</u>	<u>2020</u>
Land	\$ 4,992	\$ 4,992
Buildings and leasehold improvements	29,115	28,627
Furniture, equipment, and autos	12,593	12,449
Construction in progress	<u>3,445</u>	<u>139</u>
	50,145	46,207
Less accumulated depreciation and amortization	<u>21,623</u>	<u>20,176</u>
 Premises and equipment, net	 <u>\$ 28,522</u>	 <u>\$ 26,031</u>

Depreciation expense was \$1.5 million for 2021 and \$1.6 million for 2020.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE F - MORTGAGE SERVICING RIGHTS AND LOAN SERVICING

Mortgage loans serviced for others are not included in the accompanying consolidated balance sheets. The unpaid principal balances of these loans are:

	<u>2021</u>	<u>2020</u>
Mortgage loans underlying pass-through securities:		
GNMA	\$ -	\$ 5,863
	-	5,863
Mortgage loan portfolio serviced for:		
FNMA	-	18,139
FHLMC	-	200
Other investors	312	5,337
	312	23,676
	\$ 312	\$ 29,539

An analysis of changes in mortgage servicing rights and the related impairment allowance follows:

	<u>2021</u>	<u>2020</u>
Mortgage servicing rights		
Balance, beginning of year	\$ 89	\$ 330
Capitalized	-	-
Amortization	(89)	(241)
Balance, end of year	-	89
Impairment allowance	-	-
Year-end balance, net of impairment allowance	\$ -	\$ 89

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE F - MORTGAGE SERVICING RIGHTS AND LOAN SERVICING *(Continued)*

Management sold the remaining loans serviced for others in 2021 with the exception of fourteen loans serviced for Habitat for Humanity.

Management does not expect to originate loans with the intent to sell with servicing retained in the future.

The remaining capitalized mortgage service rights balance was fully amortized in 2021.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE G - DEPOSITS

A comparative summary of deposits by remaining term to maturity follows:

	<u>2021</u>	<u>2020</u>
No contractual maturities	\$ 715,496	\$ 577,914
2021	-	62,253
2022	64,771	14,177
2023	10,553	4,723
2024	3,632	3,561
2025	4,332	4,341
2026	<u>2,699</u>	<u>-</u>
	<u>\$ 801,483</u>	<u>\$ 666,969</u>

At December 31, 2021 and 2020, approximately \$119.6 million and \$95.2 million of residential mortgage-backed and U.S. Government-sponsored agency securities were pledged to secure public unit deposits.

Time deposits of \$250,000 or more (the federally insured amount) were \$25.0 million and \$22.6 million at year-end 2021 and 2020.

Deposits from executive officers, directors, and their affiliates at year-end 2021 and 2020 were \$7.3 million and \$7.2 million.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE H - FEDERAL HOME LOAN BANK ADVANCES (FHLB) AND OTHER BORROWINGS

At year-end, advances from the FHLB were as follows:

<u>2021</u>	<u>2020</u>
<u>\$ -</u>	<u>\$ -</u>

Each advance is payable at its maturity date or on payment of a prepayment penalty for fixed rate advances. The advances were collateralized by \$185.6 million and \$176.0 million of eligible loans under a blanket lien arrangement at year-end 2021 and 2020. Based on this collateral, the Company's holdings of FHLB stock and securities held in safekeeping, the Company was eligible to borrow an additional \$262.0 million at year-end 2021.

Other borrowings consist of customer repurchase sweep accounts with overnight maturities. Balances were \$80.6 million and \$91.3 million at year-end 2021 and 2020.

The fair value of securities pledged to secure repurchase agreements may decline. The Company manages this risk by pledging securities, typically valued at between 110% to 120% above the gross outstanding balance of repurchase agreements. Securities pledged to secure repurchase agreements were \$81.6 million and \$95.3 million at year-end 2021 and 2020 at fair value.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE I - COMMITMENTS AND CONTINGENCIES

In the ordinary course of business, the Company may become party to certain claims and legal actions. In the opinion of management, after consultation with legal counsel, the ultimate disposition of these matters is not expected to have a material effect on the consolidated balance sheets of the Company.

Also, the Company has various outstanding commitments and contingent assets and liabilities that are not reflected in the accompanying consolidated financial statements. Those financial instruments with off-balance-sheet risk are used to meet the financial needs of the Company's customers and include commitments to extend credit and standby letters of credit. They involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the consolidated statements of financial condition. The contract or notional amounts of those instruments reflect the extent of involvement the Company has in particular classes of financial instruments.

The Company's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit and standby letters of credit is represented by the contractual notional amount of those instruments. The Company uses the same credit policies in making commitments and conditional obligations as it does for on-balance-sheet instruments. The approximate contract or notional amounts of financial instruments whose contract amounts represent credit risk are:

	<u>2021</u>	<u>2020</u>
Undisbursed lines of credit	\$ 125,309	\$ 120,410
Commitments to originate loans	20,913	18,594
Recourse on loans sold	2,392	2,392
Standby letters of credit	580	314
Commitments to sell mortgages and mortgage-backed securities	-	1,759

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE J - REGULATORY MATTERS

The Bank is subject to regulatory capital requirements administered by federal banking agencies. Capital adequacy guidelines and prompt corrective action regulations involve quantitative measures of assets, liabilities, and certain off-balance-sheet items calculated under regulatory accounting practices. Capital amounts and classifications are also subject to qualitative judgments by regulators. Failure to meet capital requirements can initiate regulatory action. The net unrealized gain or loss on available-for-sale securities is not included in computing regulatory capital. Management believes as of December 31, 2021 and 2020, the Bank met all capital adequacy requirements to which it is subject.

Prompt corrective action regulations provide five classifications: well capitalized, adequately capitalized, undercapitalized, significantly undercapitalized, and critically undercapitalized, although these terms are not used to represent overall financial condition. If adequately capitalized, regulatory approval is required to accept brokered deposits. If undercapitalized, capital distributions are limited, as is asset growth and expansion, and capital restoration plans are required. At year-end 2021 and 2020, the most recent regulatory notifications categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. There are no conditions or events since that notification that management believes have changed the Bank's category.

The following table provides the capital ratios of the Bank, along with the applicable regulatory capital requirements as of December 31, 2021 and 2020 which were calculated in accordance with the requirements of Basel III, which included a "capital conservation buffer" of 2.5% above new regulatory minimum capital ratios, resulting in the following minimum ratios: (i) a common equity Tier 1 capital ratio of 7.0%; (ii) a Tier 1 risk-based capital ratio of 8.5%; and (iii) a total capital ratio of 10.5%. The capital conservation buffer for 2021 and 2020 is 2.50%. An institution is subject to limitations on paying dividends, engaging in share repurchases, and paying discretionary bonuses if its capital level falls below the buffer amount. These limitations will establish a maximum percentage of eligible retained income that can be utilized for such activities. At year-end 2021 and 2020, the Bank's actual capital levels and minimum required levels, including the capital conservation buffer, were as follows:

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE J - REGULATORY MATTERS (Continued)

	Actual		Minimum Required for Capital Adequacy Purposes		Minimum Required To Be Well Capitalized Under Prompt Corrective Action Regulations	
<u>As of December 31, 2021</u>						
Total capital (to risk-weighted assets)	\$ 97,701	16.0%	\$ 63,969	10.5%	\$ 60,923	10.0%
Tier 1 capital (to risk-weighted assets)	91,451	15.0%	51,784	8.5%	48,738	8.0%
Common equity Tier 1 capital (to risk-weighted assets)	91,451	15.0%	42,646	7.0%	39,600	6.5%
Tier 1 capital (to average assets)	91,451	9.4%	38,920	4.0%	48,650	5.0%
	Actual		Minimum Required for Capital Adequacy Purposes		Minimum Required To Be Well Capitalized Under Prompt Corrective Action Regulations	
<u>As of December 31, 2020</u>						
Total capital (to risk-weighted assets)	\$ 92,036	18.8%	\$ 51,267	10.5%	\$ 48,826	10.0%
Tier 1 capital (to risk-weighted assets)	86,237	17.7%	41,502	8.5%	39,061	8.0%
Common equity Tier 1 capital (to risk-weighted assets)	86,237	17.7%	34,178	7.0%	31,737	6.5%
Tier 1 capital (to average assets)	86,237	10.2%	33,702	4.0%	42,128	5.0%

The Company's principal source of funds for distribution payments is dividends received from the Bank. Banking regulations limit the amount of dividends that may be paid without prior approval of regulatory agencies. Under these regulations, the amount of dividends that may be paid is limited to the retained net profits of the preceding two years, subject to the capital requirements described above. During 2022, the Bank could, subject to no objection from regulators, declare dividends of approximately \$9.9 million plus any 2022 net profits retained to the date of the dividend declaration.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE K - FAIR VALUE

Fair value is the exchange price that would be received for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. There are three levels of inputs that may be used to measure fair values:

Level 1: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

Level 2: Significant other observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.

Level 3: Significant unobservable inputs that reflect a reporting entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

Securities available-for-sale: The fair values of securities available-for-sale are determined by quoted market prices, if available (Level 1). For securities where quoted prices are not available, fair values are calculated based on market prices of similar securities (Level 2).

No assets/(liabilities) were measured at fair value on a non-recurring basis as of December 31, 2021 and 2020.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE K - FAIR VALUE (Continued)

Assets/(liabilities) measured at fair value on a recurring basis are summarized below:

	Fair Value Measurements Using			Total
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
<u>December 31, 2021</u>				
Assets/(liabilities) measured on a recurring basis:				
Securities available-for-sale:				
U.S. Government-sponsored agencies	\$ -	\$ 44,586	\$ -	\$ 44,586
Residential mortgage-backed securities	-	244,057	-	244,057
Commercial mortgage-backed securities	-	32,975	-	32,975
Collateralized mortgage obligations	-	21,880	-	21,880
Equity securities	972	-	-	972
<u>December 31, 2020</u>				
Assets/(liabilities) measured on a recurring basis:				
Securities available-for-sale:				
U.S. Government-sponsored agencies	\$ -	\$ 50,072	\$ -	\$ 50,072
Residential mortgage-backed securities	-	116,863	-	116,863
Commercial mortgage-backed securities	-	29,086	-	29,086
Collateralized mortgage obligations	-	20,824	-	20,824
Equity securities	1,001	-	-	1,001

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE L - RETIREMENT PLANS

The Bank has both a qualified 401(k) retirement savings plan and an Employee Stock Ownership Plan (ESOP).

In 2013 stockholders approved the Pioneer Bank Employee Stock Ownership Plan. In 2014 Pioneer transferred approximately \$2.0 million of the matching contribution account held in the 401(k) Plan to the ESOP in order to establish the initial ESOP fund. The Bank then applied the amount transferred to the purchase of 31,581 shares of Pioneer Bancorp, Inc. common stock from Pioneer Bancorp, Inc. treasury shares at \$62 per share, the appraised value of the stock on August 15, 2014, the date of the transfer.

Participant stock will be repurchased by the Company at the end of employment. All shares held by the ESOP at December 31, 2021 were allocated to participants. The fair value of allocated shares subject to repurchase obligation at year-end 2021 was \$5.3 million.

Contributions to the ESOP are optional at the discretion of the Board of Directors. The level of matching contributions as a percentage of eligible employee compensation and plan expenses were as follows for 2021 and 2020:

<u>Year</u>	<u>Match</u>	<u>Compensation</u>	<u>Expense</u>
2020	100%	5%	\$ 256
2021	100%	5%	241

The Company also has an unfunded noncontributory defined benefit plan that covers certain senior executive officers. The plan provides defined benefits based on years of service and final average salary. The Company uses December 31 as the measurement date for its plan.

Information about changes in obligations of the defined benefit plan follows:

	<u>2021</u>	<u>2020</u>
Benefit obligation at beginning of year	\$ 7,942	\$ 7,779
Service cost	99	83
Interest cost	170	227
Actuarial (gain)/loss	(333)	238
Benefits paid	<u>(360)</u>	<u>(385)</u>
Benefit obligation at end of year	<u>\$ 7,518</u>	<u>\$ 7,942</u>

Amounts recognized in accumulated other comprehensive income consist of:

	<u>2021</u>	<u>2020</u>
Net loss	\$ 1,286	\$ 1,821
Prior service cost	<u>(127)</u>	<u>(143)</u>
Total	<u>\$ 1,159</u>	<u>\$ 1,678</u>

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE L - RETIREMENT PLANS *(Continued)*

The net periodic benefit cost was \$456 thousand and \$603 thousand for the years ended December 31, 2021 and 2020.

The estimated net loss and prior service cost (credit) for the benefit plan that will be amortized from accumulated other comprehensive income into net periodic benefit costs during the year ending December 31, 2022 are \$160 thousand and (\$16) thousand.

Estimated Future Payments

The following benefit payments, which reflect expected future service, are expected:

2022	\$ 359
2023	358
2024	356
2025	354
2026	351
Years 2027-2031	2,043

The weighted-average discount rate used to determine benefit obligations and periodic benefit cost was 2.60% and 2.20% and 2.20% and 3.00% at year-end 2021 and 2020.

In 2016, the Company created an unfunded noncontributory defined contribution plan that covers certain senior executive officers whose benefits were frozen in the defined benefit plan or are new participants. The plan provides an annual accrual as a percentage of base salary subject to certain performance objectives. Total expense for the plan year ended December 31, 2021, and 2020 was \$361 and \$289 thousand.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE M - STOCK-BASED COMPENSATION

The Company has a stock option plan as described below. Total compensation cost that has been charged against income for that plan was \$0 thousand for 2021 and 2020.

The Company's 2007 Stock Option Plan, which is stock-holder approved, permits the grant of stock options to its officers, employees, and directors for up to 70 thousand shares of common stock. The Company believes that such awards better align the interests of its employees with those of its stockholders. Option awards are granted with an exercise price equal to the estimated market price of the Company's common stock at the date of grant; those option awards have a vesting period of 4-5 years and have 10-year contractual terms. The Company's policy is to use shares held as treasury shares to satisfy expected stock option exercises.

Currently the Company has a sufficient number of treasury shares to satisfy expected stock option exercises.

The fair value of each option award is estimated on the date of grant using a closed form option valuation (Black-Scholes) model. Because the Company's stock is not actively traded, expected volatilities are based on a group of publically traded peers. The Company uses management's estimate of option exercise, post-vesting termination behavior, and the expected term of options granted, which represents the period of time that options granted are expected to be outstanding, which takes into account that the options are not transferable. The risk-free rate for the expected term of the option is based on the U.S. Treasury yield curve in effect at the time of the grant.

No options were granted in 2021 or 2020.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE M - STOCK-BASED COMPENSATION (Continued)

A summary of the activity in the stock option plan for 2021 follows:

	<u>Shares</u>	<u>Weighted- Average Exercise Price</u>	<u>Weighted- Average Remaining Contractual Term</u>
Outstanding at beginning of year	900	\$ 59	
Granted	-	-	
Exercised	(450)	59	
Forfeited or expired	<u>-</u>	<u>-</u>	
Outstanding at end of year	<u>450</u>	<u>\$ 59</u>	<u>1.9</u>
Vested or expected to vest	450	\$ 59	1.9
Exercisable at end of year	<u>450</u>	<u>\$ 59</u>	<u>1.9</u>

Information related to the stock option plan for the year follows:

	<u>2021</u>	<u>2020</u>
Intrinsic value of options exercised	\$ 16	\$ 56
Cash received from option exercises	27	63
Intrinsic value of options outstanding	16	24
Weighted average fair value of options granted	-	-

As of December 31, 2021, there was no unrecognized compensation cost related to nonvested stock options granted under the plan.

(Continued)

PIONEER BANCORP, INC.
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2021 and 2020
(In thousands, except share amounts)

NOTE N - ACCUMULATED OTHER COMPREHENSIVE INCOME/(LOSS)

Following is a summary of the accumulated other comprehensive income balances:

	<u>December 31,</u>	
	<u>2021</u>	<u>2020</u>
Unrealized gains (losses) on securities available-for-sale	\$ (1,353)	\$ 3,571
Remaining unrealized gains (losses) on securities transferred to held-to-maturity	-	10
Employee pension plan	<u>(1,159)</u>	<u>(1,678)</u>
Total accumulated other comprehensive (loss)	<u>\$ (2,512)</u>	<u>\$ 1,903</u>

(Continued)

PIONEER BANCORP, INC.
ANALYSIS OF INTEREST CHANGES DUE TO VOLUME AND RATE - UNAUDITED
December 31, 2021
(In thousands, except share amounts)

<u>2021 Over 2020</u>									
	Average Balance		Interest		Average Rate		Total Change	Change due to	
	<u>2021</u>	<u>2020</u>	<u>2021</u>	<u>2020</u>	<u>2021</u>	<u>2020</u>		<u>Volume</u>	<u>Rate</u>
Interest and dividend income									
Loans	\$ 460,370	\$ 421,185	\$ 24,705	\$ 20,410	5.37%	4.85%	\$ 4,295	\$ 2,103	\$ 2,175
Mortgage securities	248,149	126,419	2,680	1,946	1.08%	1.54%	734	1,315	(582)
Investment securities and other	<u>169,075</u>	<u>216,582</u>	<u>1,210</u>	<u>2,283</u>	0.72%	1.05%	<u>(1,073)</u>	<u>(340)</u>	<u>(724)</u>
Total interest-earning assets	<u>\$ 877,594</u>	<u>\$ 764,186</u>	<u>\$ 28,595</u>	<u>\$ 24,639</u>	3.26%	3.22%	<u>\$ 3,956</u>	<u>\$ 3,077</u>	<u>\$ 869</u>
Interest expense									
Deposits	\$ 757,816	\$ 634,603	\$ 575	\$ 1,134	0.08%	0.18%	\$ (559)	\$ 93	\$ (661)
FHLB advances and other borrowings	<u>78,734</u>	<u>91,636</u>	<u>63</u>	<u>581</u>	0.08%	0.63%	<u>(518)</u>	<u>(10)</u>	<u>(504)</u>
Total interest-bearing liabilities	<u>\$ 836,550</u>	<u>\$ 726,239</u>	<u>\$ 638</u>	<u>\$ 1,715</u>	0.08%	0.24%	<u>\$ (1,077)</u>	<u>\$ 83</u>	<u>\$ (1,165)</u>
Net interest spread and income			<u>\$ 27,957</u>	<u>\$ 22,924</u>	<u>3.18%</u>	<u>2.99%</u>			
Ratio of net interest income to average interest-earning assets			3.19%	3.00%					
<u>2020 Over 2019</u>									
	Average Balance		Interest		Average Rate		Total Change	Change due to	
	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>		<u>Volume</u>	<u>Rate</u>
Interest and dividend income									
Loans	\$ 421,185	\$ 372,361	\$ 20,410	\$ 18,982	4.85%	5.10%	\$ 1,428	\$ 2,366	\$ (938)
Mortgage securities	126,419	36,443	1,946	1,027	1.54%	2.82%	919	1,385	(466)
Investment securities and other	<u>216,582</u>	<u>365,157</u>	<u>2,283</u>	<u>7,106</u>	1.05%	1.95%	<u>(4,823)</u>	<u>(1,566)</u>	<u>(3,257)</u>
Total interest-earning assets	<u>\$ 764,186</u>	<u>\$ 773,961</u>	<u>\$ 24,639</u>	<u>\$ 27,115</u>	3.22%	3.50%	<u>\$ (2,476)</u>	<u>\$ 2,185</u>	<u>\$ (4,661)</u>
Interest expense									
Deposits	\$ 634,603	\$ 544,228	\$ 1,134	\$ 1,908	0.18%	0.35%	\$ (774)	\$ 161	\$ (935)
FHLB advances and other borrowings	<u>91,636</u>	<u>198,864</u>	<u>581</u>	<u>3,795</u>	0.63%	1.91%	<u>(3,214)</u>	<u>(680)</u>	<u>(2,534)</u>
Total interest-bearing liabilities	<u>\$ 726,239</u>	<u>\$ 743,092</u>	<u>\$ 1,715</u>	<u>\$ 5,703</u>	0.24%	0.77%	<u>\$ (3,988)</u>	<u>\$ (518)</u>	<u>\$ (3,470)</u>
Net interest spread and income			<u>\$ 22,924</u>	<u>\$ 21,412</u>	<u>2.99%</u>	<u>2.74%</u>			
Ratio of net interest income to average interest-earning assets			3.00%	2.77%					

PIONEER BANCORP, INC.

CORPORATE INFORMATION

General Information

Pioneer Bancorp, Inc. is a thrift holding company organized in the State of Nevada. The Bancorp owns Pioneer Bank which focuses on traditional community banking. The Bank is a Federal Savings Bank which provides depository services and originates commercial, residential, and consumer loans primarily in Southern New Mexico.

CORPORATE OFFICES

Pioneer Bancorp, Inc.
3000 North Main Street
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Roswell, New Mexico 88202-0130

INDEPENDENT AUDITORS

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GENERAL COUNSEL

Sanders, Bruin, Coll & Worley, P.A.
701 West Country Club Road
PO. Box 550
Roswell, New Mexico 88202-0550

REGISTRAR AND TRANSFER AGENT

Pioneer Bancorp, Inc.

ANNUAL MEETING

The annual meeting of stockholders of Pioneer Bancorp, Inc. will be held at 10:30 a.m. on May 17, 2022 at the Corporate Headquarters, 3000 North Main Street, Roswell, New Mexico.

PIONEER BANCORP, INC.

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Bush, Inc.

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Agribusiness

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Investments

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Cooper & Amador, CPA's, PC

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Investments

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TIB - The Independent Bankers Bank

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Pioneer Bank

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President and Chief Executive Officer
Pioneer Bank

Tammi L. Westall
IOTG U.S. Technical Sales
Intel

PIONEER BANK

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Senior Vice President

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Rebecca F. Dominguez
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Savannah Montoya
Jessica M. Ponce
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PIONEER BANK

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ATM Only

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705 East University Avenue, Las Cruces, New Mexico 88001

2900 Roadrunner Parkway, Las Cruces, New Mexico 88011

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