ne Elmira Savings Bank, The ELMIRA SAVINGS BANK January 1, 1961 ncial Statement /NGS Elmira Savings I Surplus, over The people's bank ercent Paid to Deposi COMMITTEE Celebrating 150 years LOAN-Henry Simpson, John W. Huston, Willi BOND-H. C. Mandeville, W. H. Ferguson, A1869-2019 EXAMINING-John J. Curtis, L. N. Math **Annual Report** ing Guardian of the Peo



Board of Directors

(Front row I-r) Marianne W. Young, Retired President & Chief Executive Officer, Market Street Trust Company; John R. Alexander, Vice Chairman and Corporate Secretary of the Board & Managing Partner, Sayles & Evans;

Thomas M. Carr, President & Chief Executive Officer; Michael P. Hosey, Chairman of the Board; (Back row I-r) Donald G. Quick, Jr., Retired Partner, Mengel, Metzger, Barr & Co. LLP.;

Kristin A. Swain, Retired Executive Director, The Rockwell Museum; A. Scott Welliver, Chairman & Chief Executive Officer, Welliver; Arie J. van den Blink, Chairman & Chief Executive Officer, The Hilliard Corporation.

Not pictured: Katherine H. Roehlke, President & Chief Executive Officer, F.M. Howell & Company.

Our Mission

THE MISSION OF ELMIRA SAVINGS BANK is to provide above average returns to our shareholders while providing a broad range of financial services that meet the needs of the individuals, businesses, and organizations of our community.

We will achieve this through our commitment to:

- Consistent and superior quality service for our customers.
- A culture that incents employees to excel personally and professionally.
- Leadership in and support for our community.
- Independence as a local community bank.



ELMIRA SAVINGS BANK Senior Officers

(Left to right): Kevin J. Berkley, Executive Vice President & Senior Loan Officer;

Thomas M. Carr, President & Chief Executive Officer; Donna J. Tangorre, Senior Vice President & Retail Banking Manager;

Jason T. Sanford, Senior Vice President & Chief Financial Officer.



Thomas M. Carr President & Chief Executive Officer

TO OUR Shareholders



The people's bank

am pleased to write this message to you, our loyal shareholders, updating you on the Bank's progress during 2018. The year 2018 produced solid financial results highlighted by net income of \$4.2 million, the issuance of a 5% stock dividend and balance sheet growth of 6.4%. The balance sheet growth was composed of 5.2% of loan portfolio growth, which was funded by deposit growth of 7.6%.

In addition to the financial results, we continued to invest in developing our staff's sales abilities, improving our customer-based technologies, and launching a new marketing campaign.

Net income totaled \$4.2 million for 2018 compared to \$4.9 million in 2017. The decrease in net income is due to a \$0.6 million increase in income tax expense and a decrease of \$0.9 million in non-interest income partially offset by a \$0.5 million decrease in the provision for loan losses and \$0.4 million decrease in non-interest expense. The results from 2017 were positively impacted by the one-time tax adjustment due to the tax law changes, which totaled \$1.2 million.

The \$4.2 million of net income produced diluted earnings per share of \$1.21, the same as 2017. During the year, the Bank issued a 5% stock dividend while paying a cash dividend of \$0.92 per share.

Net interest income totaled \$16.6 million, slightly ahead of the \$16.5 million recorded in 2017. Our net interest margin decreased by 1 basis point from 3.32 in 2017 to 3.31 in 2018. This slight margin decline was more than offset in net interest income by earnings on increases in average loans and deposits.

Non-interest income declined by \$0.9 million, primarily the result of lower sales of mortgages to the secondary markets. During 2018, the Bank sold \$39.6 million, or 49%, of its total mortgage production compared to \$63.3 million, or 71%, of its total mortgage production in 2017. The effect of this lower sales volume was to reduce our gain on sale of mortgage revenue by \$1.1 million from \$2.7 million in 2017 to \$1.6 million in 2018.

Non-interest expense was well controlled in 2018 totaling \$15.5 million, or 2.5%, below the 2017 level of \$15.9 million. Salaries and benefits were \$95,000, or 1.2%, lower year to year. Marketing expense and professional fees were \$148,000 and \$179,000 lower respectively. These positive variances were partially offset by increases in net occupancy and equipment expense of \$97,000 and \$114,000 respectively.

The loan portfolio increased by \$23.6 million, or 5.2%, from December 31, 2017 to December 31, 2018. The 5.2% loan growth rate was significantly higher than the two previous years, which were less than one percent growth. The \$23.6 million of growth was composed of consumer loan growth of \$9.5 million, commercial loan growth of \$11.5 million and residential mortgage loan growth of \$2.2 million.

Residential mortgage originations totaled \$81.7 million in 2018 compared to \$89.7 million in 2017. During 2018, the Bank added \$42.0 million of mortgages to its portfolio compared to \$26.4 million added in 2017. The result of the increase in portfolio loans was \$2.2 million of residential mortgage portfolio growth.

Consumer loan originations were \$30.5 million in 2018, an increase of \$5.8 million, or 23%, from the \$24.7 million of originations in 2017. This increase in production helped to grow our consumer loan portfolio by \$9.5 million, or 17%.

Commercial loan originations totaled \$34.9 million in 2018, slightly above the \$34.3 million from 2017. The 2018 originations increased our commercial loan portfolio \$11.5 million, or 9%.

Our asset quality remains strong with \$4.5 million in non-performing loans representing 0.93% of total loans. Our delinquent loans were 0.98% of total loans as of December 31, 2018 compared to 0.95% for 2017.

The investment portfolio decreased slightly during the year from \$42.3 million at December 31, 2017 to \$42.0 million at the end of 2018. We continue to avoid low yielding investments in favor of loan portfolio growth. Due to deposit growth exceeding loan growth, we had an increase in cash of \$11.6 million, which we intend to deploy in loan originations.

The \$34.8 million of deposit growth, or 7.6%, was composed of a \$24.4 million increase in time deposits, a \$5.1 million increase in savings accounts, a \$7.6 million increase in non-interest bearing accounts, and a \$2.9 million increase in interest bearing transaction accounts. These favorable variances were partially offset by a \$5.3 million decrease in money market accounts.

The 7.6% growth in deposits was more than twice the industry average for

community banks and nearly three times the Bank's average deposit growth rate for the three previous years, which was 2.7%. The \$34.8 million of deposit growth is attributed to growth across all 13 branches in our network.

The Bank continued to lessen its reliance on borrowed funds, reducing them from \$35.0 million in 2017 to \$31.0 million in 2018.

We continued to invest in technologies that protect and improve the customer experience. During 2018, we implemented SecurLOCK Equip, providing enhanced customer controls to better protect our debit cardholders. We also implemented Electronic Signature throughout our branch network, allowing customers to sign Bank documents electronically. Finally, we upgraded our website to a more responsive design, with greater functionality and enhanced formats, making the site more user friendly. Please visit us at www.elmirasavingsbank.com.

We have experienced a considerable increase in the use of our Mobile Banking app during 2018. Our app has one touch access convenience, utilizing fingerprint technology that allows you, in seconds, to have your current banking information. We have over 5,000 customers using this modern technology.

We are focused on growing the business and continued, in 2018, to invest in our staff by providing professional sales training to all of our employees who regularly interact with our customers. We believe the benefit of this investment is evidenced in our deposit and loan growth.

2019 marks the Bank's 150th anniversary of being chartered on March 19, 1869. To celebrate this milestone, we unveiled a special 150th anniversary logo that we have been using in our campaigns and as a theme of this Annual Report. We have planned events in all of the markets we serve to commemorate this anniversary. We hope you enjoy the historical images we have incorporated into this report.

Looking back over the last 150 years reveals sweeping changes in society and the recollection of epic challenges, both manmade and natural. It has required great determination and leadership to survive these obstacles and preserve our independence as a community bank. Elmira Savings Bank was one of the first New York mutual savings banks to convert to a public form of ownership in the 1980s and it remains one of the few banks in upstate New York to have made that transition and maintain its independence.

The Board of Directors is actively engaged in overseeing the strategic direction of the organization while Bank Officers and employees are committed to executing the objectives. We continually strive to improve while fulfilling the mission of a community bank. We appreciate your support as a shareholder and look forward to continuing our journey in 2019.

Thomas M. Carr President and

Chief Executive Officer

Thomas M Can

ELMIRA SAVINGS BANK Officers

EXECUTIVE

Thomas M. Carr

President

Chief Executive Officer

Anne M. Lavancher

Assistant Secretary

AUDIT AND CONTROL

Edith B. Harkness

Vice President

Meredith Tigue

Vice President

Jill M. McConnell

Assistant Secretary

COLLECTIONS

Amber Simms

Assistant Secretary

CREDIT

Carrie L. Spencer

Vice President

Susan M. Cook

Assistant Vice President

Amy Frisbie

Assistant Vice President

Frank P. Spena, Jr.

Assistant Vice President

FINANCE

Jason T. Sanford

Senior Vice President

Chief Financial Officer

John J. Stempin

Vice President

Controller

Judy A. Woodruff

Assistant Vice President

HUMAN RESOURCES

Bradley V. Serva

Senior Vice President

Stacy Ward

Assistant Secretary

LENDING

Kevin J. Berkley

Executive Vice President
Senior Loan Officer

Christopher J. Giammichele

Senior Vice President

Gary O. Short

Senior Vice President

Robert W. Hazelton III

Vice President

Dawn Siglin

Vice President

Kathleen Bange

Assistant Secretary

Taryn Schwartz

Assistant Secretary

Erin Thomas-Allen

Assistant Secretary

MANAGEMENT INFORMATION SYSTEMS

Joseph L. Walker

Vice President

Phillip J. Collins

Assistant Vice President

OPERATIONS

Margaret A. Phillips

Vice President

RETAIL SERVICES

Donna J. Tangorre

Senior Vice President

Retail Banking Manager

Renee A. Wheeler

Vice President

Linda S. Confer

Assistant Vice President

Kimberly A. Elliott

Assistant Vice President

Deborah French

Assistant Vice President

John Strong

Assistant Vice President

Cory Eddy

Assistant Treasurer

Lorenda D. Gneo

Assistant Treasurer

Ellaminda Leader

Assistant Secretary



The people's bank

Page 6 : Elmira Savings Bank : 2018 ANNUAL REPORT

ELMIRA SAVINGS BANK Employees

Christina Allen Shannon J. Bailey **Dwayne Balcom Blair Beavers** Mary A. Becker Joyelle Briggs **Amber Brimmer** Marilynne Burchard Alyssa Carlisle Janet S. Caswell Jennifer Catron Jacqueline Cecce Brenda Cimakasky Mandie Close Jessica Coates Ashley Congdon Michele Corby Kristie Cummings Eric DeJesus **Falon Denison** Brianna DiMento Tina Dittler Pamela Donovan Nicholas Dutcher April Eggleston-Branston Kelly Ewanyk Shanna Flint Valerie Friedrich Patricia Frisbie

Ilene Girardi

Mario Gonzalez-Ayon

Laurel Griffith Meggie Hall Kristin Haner **Brooke Hockeborn** Malissa Hootman Jennifer Hourihan Rachel Houseknecht Margaret Hurd Blaine Johnson-White William Klinko Joshua Knoll Keegan Knoll Debra Sue Knowles Brian Kunk-Czaplicki Theresa Laney Shaina Leister Christina M. Losey Trisha Luchaco Colleen Manuel Laurel Mareck Julie May Lindsey McCutcheon Cherry Merrill Kala Mitchell **Haley Mullins Katie Murphy Alexis Naylor** Kimberly O'Dell Jessica Ober Jennifer Orr

Eileen Payne James Pollen Michael Price Hannah Qualey Laura Reynolds **April Roberts** Deborah M. Rockwell **Amber Rogers** Sharla R. Root Kristin Sad Denise Sarro Youngmi Schickel Ashley Schultz Samantha Senich **Brad Serva** Kadison Shaver Mark Simon II Christine Snyder Jennifer Stampp Tania-lynn Suhm Desirea Sullivan Ashley Tallarida Michelle M. Tilden Jenara Towner Suzanne Walsh Joseph Whitaker Tracy Wiles Jenna Wilson Jennifer Wood Stacy Woodworth

Sarah Parker



The people's bank

9
Board of Directors

35
Bank Officers

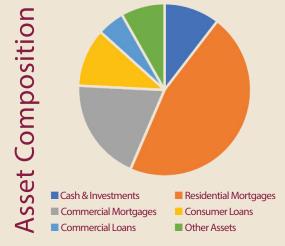
Bank Em



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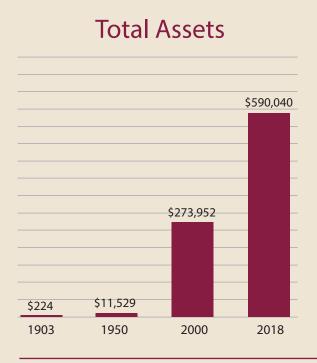
Bank Locations

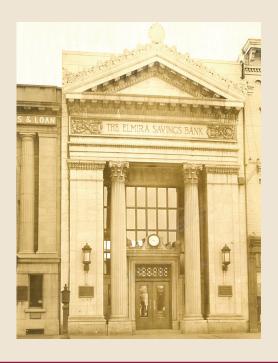




14, Depo









1869-78
David Decker

1890-97

Jackson Richardson

1897-1900 Thomas S. Flood **1901-14** Jesse L. Cooley

1914-23

William H. Ferguson

1923-33 John W. Huston

1933-40

Seymour Lowman

Herbert

194

7 aployees

21,145
Bank Customers

376
Bank Shareholders

781 sitors



5,621
Mortgages







The people's bank

Celebrating 150 years

1869-2019

Celebrating 150 Years of Community Building

All data as of December 31, 2018

15
Bank Presidents

0-60 C. Wing

1960-67 Russell F. Gee Jr.

1967-70 Lee D. Blackwell 1970-80 William S. Bushnell

1980-95 Robert P. Carges

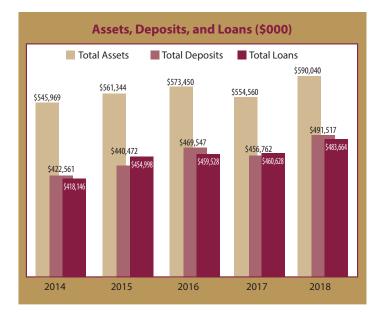
1995-2003

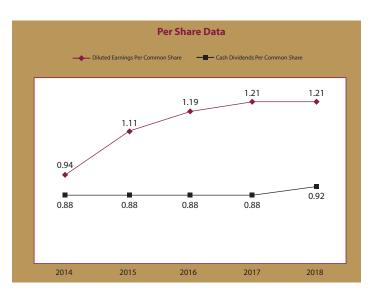
2003-13

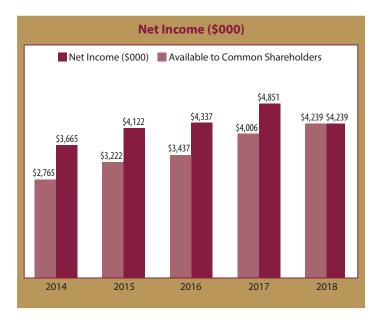
2013-

John C. Brugler Michael P. Hosey

Thomas M. Carr







SELECTED FINANCIAL DATA

(in thousands, except share and per share amounts)

FINANCIAL STATEMENT HIGHLIGHTS	2018	2017
Assets	\$ 590,040	554,560
Loans (including loans held for sale)	483,664	460,628
Allowance for loan losses	4,372	4,442
Deposits	491,517	456,762
Shareholders' equity	57,949	56,681
Net interest income	16,570	16,548
Provision for loan losses	367	895
Non-interest income	4,518	5,437
Non-interest expense	15,489	15,884
Net income attributable to Elmira Savings Bank	4,239	4,851
PER SHARE INFORMATION		
Basic earnings per share	\$ 1.22	1.22
Diluted earnings per share	1.21	1.21
Book value per share	16.52	16.26
Cash dividend per share	0.92	0.88
SELECTED RATIOS		
Return on average assets	0.75%	0.86%
Return on average equity	7.36%	7.78%
Shareholders' equity to assets	9.82%	10.22%
Dividend payout ratio	75.41%	72.13%
Efficiency ratio	73.45%	72.25%
OTHER SELECTED DATA		
Number of offices	14	14
Number of automated teller machines	14	14
Weighted average shares outstanding	3,479,916	3,281,706
Weighted average diluted shares outstanding	3,494,218	3,297,938

Consolidated Balance Sheets

Elmira Savings Bank and Subsidiaries

(in thousands, except for share and per share data)	December 31, 2018		December 31, 2017	
ASSETS				
Cash and due from banks Federal funds sold and other short-term investments	\$	19,429 94	\$	7,800 97
Total cash and equivalents		19,523		7,897
Securities available for sale, at fair value Securities held to maturity - fair value of \$7,638		25,051		24,056
at December 31, 2018, and \$8,186 at December 31, 2017		7,518		8,039
Federal Reserve and Federal Home Loan Bank (FHLB) stock, at cost		9,462		10,221
Loans held for sale		1,392		1,999
Loans receivable		482,272		458,629
Less: Allowance for loan losses		4,372		4,442
Net Loans		477,900		454,187
Premises and equipment, net		16,846		16,772
Bank-owned life insurance		14,444		13,982
Accrued interest receivable		1,566		1,497
Goodwill		12,320		12,320
Other assets		4,018		3,590
Total assets	\$	590,040	\$	554,560
LIABILITIES AND SHAREHOLDERS' EQUITY				
Deposits		\$491,517		\$456,762
Borrowings		31,000		35,000
Other liabilities		9,574		6,117
Total liabilities		532,091		497,879
SHAREHOLDERS' EQUITY:				
Preferred stock, \$1 par value; \$1,000 liquidation value per issued share; 5,000,000 shares				
authorized; 10,000 shares issued at December 31, 2018 and at December 31, 2017 Common stock, \$1 par value; authorized 5,000,000 shares; 3,597,605 shares		9,700		9,700
issued at December 31, 2018 and 3,410,622 at December 31, 2017		3,598		3,411
Additional paid-in capital		53,784		50,258
Retained earnings		3,176		5,493
Treasury stock, at cost - 93,883 common shares and 10,000 preferred shares		(12.202)		(4.2.202)
at December 31, 2018 and December 31, 2017 Accumulated other comprehensive loss		(12,202) (158)		(12,202)
Accumulated other comprehensive loss		(136)		(31)
Total Elmira Savings Bank shareholders' equity Noncontrolling interest		57,898 51		56,629 52
Total shareholders' equity		57,949		56,681
Total liabilities and shareholders' equity	\$	590,040	\$	554,560

Consolidated Statements of Income

Elmira Savings Bank and Subsidiaries

(in thousands, except for per share amounts)		Years Ended December 31 2018 2017 20			2016	
INTEREST AND DIVIDEND INCOME	2	2010		2017		2010
Interest and fees on loans	\$ 1	9,569	\$	18,971	\$	19,056
Interest and dividends on securities	Ų I	J,30J	Y	10,571	Y	12,030
Taxable		1,037		965		1,000
Non-taxable		472		610		832
Total interest and dividend income	2	1,078	:	20,546		20,888
INTEREST EXPENSE						
Interest on deposits		3,565		2,951		3,055
Interest on borrowings		943		1,047		1,313
Total interest expense	4	4,508		3,998		4,368
Net interest income	1	6,570		16,548		16,520
Provision for loan losses		367		895		487
Net interest income after provision for loan losses	10	5,203	,	15,653		16,033
NONINTEREST INCOME						
Service fees		1,456		1,485		1,420
Gain on sale of loans held for sale		1,588		2,701		3,061
Net gain on sale of securities		-		-		180
Other service fees		813		739		728
Earnings on bank-owned life insurance		384		390		403
Other		277		122		108
Total noninterest income	4	4,518		5,437		5,900
NONINTEREST EXPENSE						
Salaries and benefits		8,088		8,183		7,927
Net occupancy		1,596		1,499		1,416
Equipment		1,392		1,278		1,200
Marketing and public relations		736		884		794
Professional fees		541		720		517
Other		3,136		3,320		3,748
Total noninterest expense	1	5,489		15,884		15,602
Income before income taxes		5,232		5,206		6,331
Income taxes		988		350		1,989
Net income		1,244		4,856		4,342
Less: Net income attributable to noncontrolling interest		5		5		5
Net income attributable to Elmira Savings Bank	\$ 4	1,239	\$	4,851	\$	4,337
Dividend on preferred stock				845		900
Income available to common shareholders	\$ 4	1,239	\$	4,006	\$	3,437
Basic earnings per common share	\$	1.22	\$	1.22	\$	1.20
Diluted earnings per common share	\$	1.21	\$	1.21	\$	1.19

Per share data has been restated to reflect a 5% stock dividend paid on June 15, 2018.

Consolidated Statements of Comprehensive Income

Elmira Savings Bank and Subsidiaries

(in thousands)	`	Years Ended December 31,				
	2018	3	2017	2016		
Net income	\$ 4,23	39	4,851	\$ 4,337		
OTHER COMPREHENSIVE LOSS						
Net unrealized holding losses on securities available for sale	(16	3)	(20)	(459)		
Tax benefit	4	42	8	177		
	(12	1)	(12)	(282)		
Realized securities gains included in net income		-	-	(180)		
Tax expense		-	-	70		
		-	-	(110)		
Other comprehensive loss, net of tax	(12	1)	(12)	(392)		
Comprehensive income	\$ 4,1	18 \$	4,839	\$ 3,945		

Consolidated Statements of Shareholders' Equity

Elmira Savings Bank and Subsidiaries

(in thousands, except for share and per share amounts)	Preferred Stock	Common Stock	Additional Paid-in Capital	Retained Earnings	Treasury Stock	Accumulated Other Comprehensive Loss	Noncontrolling Interest	Total
Balance at December 31, 2017	\$ 9,700	3,411	50,258	5,493	(12,202)	(31)	52	56,681
Reclassification of certain income tax effects from accumulated other comprehensive loss	-	-	-	6	-	(6)	-	-
Net income	-	-	-	4,239	-	-	5	4,244
Other comprehensive loss	-	-	-	-	-	(121)	-	(121)
5% stock dividend (166,481 shares)	-	166	3,213	(3,379)	-	-	-	-
Stock based compensation expense	-	-	230	-	-	-	-	230
Restricted stock grants (11,707 shares)	-	12	(12)	-	-	-	-	-
Exercise of stock options, net (8,795 shares)	-	9	95	-	-	-	-	104
Preferred stock repurchased - noncontrolling interest	-	-	-	-	-	-	(1)	(1)
Cash dividend on preferred stock	-	-	-	-	-	-	(5)	(5)
Cash dividend on common stock (\$.92 per share)	-	-	-	(3,183)	-	-	-	(3,183)
Balance at December 31, 2018	\$9,700	3,598	53,784	3,176	(12,202)	(158)	51	57,949

Per share data has been restated to reflect the 5% stock dividend paid on June 15, 2018.

To the Board of Directors and Shareholders of Elmira Savings Bank

We have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of Elmira Savings Bank and subsidiaries as of December 31, 2018 and 2017, and the related statements of income, comprehensive income, shareholders' equity, and cash flows (not presented herein) for each of the three years in the period ended December 31, 2018, and in our report dated March 18, 2019, we expressed an unqualified opinion on those financial statements. In our opinion, the information set forth in the accompanying condensed financial statements is fairly stated, in all material respects, in relation to the consolidated financial statements from which it has been derived.

S.R. Smodgress, P.C. Cranberry Township, Pennsylvania
March 18, 2019

MARKET PRICE INFORMATION

The Bank's common stock was first offered in March 1985, and is now listed on the NASDAQ exchange under the symbol ESBK. This table summarizes the high and low market price for the Bank's stock during 2018 and 2017.

Quarters	20	18	2017		
	High	Low	High	Low	
First	19.95	19.19	20.71	19.31	
Second	20.60	19.29	20.71	18.71	
Third	21.00	20.10	20.10	18.86	
Fourth	20.47	15.77	19.90	18.00	

ANNUAL SHAREHOLDERS' MEETING

The Annual Shareholders' Meeting will be held at 10:00 a.m. on April 23, 2019 at the Clemens Center, 207 Clemens Center Parkway, Elmira, NY 14901

SHAREHOLDER INQUIRIES

The Bank's transfer agent is:

Computershare, Inc.

Computershare Investor Services

PO Box 30170, College Station, TX 77842

(800) 368-5948

The Bank's Annual Report on Form 10-K will be furnished without charge upon written request to:

Thomas M. Carr
President & Chief Executive Officer
Elmira Savings Bank
333 E. Water Street, Elmira, NY 14901

ELMIRA SAVINGS BANK **Locations**

MAIN OFFICE

333 East Water Street Elmira, NY 14902-9967 607-734-3374

HORSEHEADS

2149 Grand Central Avenue Horseheads, NY 14845 607-734-3374

SOUTHPORT

1136 Pennsylvania Avenue Elmira, NY 14904 607-734-3374

WEST ELMIRA

930 West Church Street Elmira, NY 14905 607-734-3374

BIG FLATS

971 County Route 64 Elmira, NY 14903 607-734-3374

ELMIRA HEIGHTS

2075 Lake Road Elmira, NY 14903 607-734-3374

CORNING

19 East Market Street, Suite 101 Corning, NY 14830 607-962-0812

ERWIN

404 South Hamilton Street Painted Post, NY 14870 607-936-1806

STATE STREET

602 West State Street Ithaca, NY 14850 607-272-111

SOUTH MEADOW

702 South Meadow Street Ithaca, NY 14850 607-272-2211

TRIPHAMMER

2300 North Triphammer Road Suite 5 Ithaca, NY 14850 607-257-8808

MORAVIA

142 Main Street Moravia, NY 13118 315-497-1300

VESTAL LOAN CENTER*

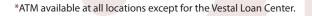
3439 Vestal Parkway East Vestal, NY 13850 607-729-0386

WATKINS GLEN

712 North Franklin Street Watkins Glen, NY 14891 607-535-4108

ARNOT MALL ATM

Entrance 4 - Center Court Horseheads, NY 14845 607-734-3374





The people's bank
Celebrating 150 years



The people's bank

Celebrating 150 years

www.elmirasavingsbank.com

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