



2022 CORPORATE REPORT



meeting changing times *with forward thinking*

DRIVEN BY INTEGRITY, TRUST AND SECURITY

*2022 was a year of both change and returning to “normal” at the same time. While each year brings change, we continue to work tirelessly to maintain the integrity, trust and safety that our customers and community members have come to expect from Tompkins.*

From a broader economic and social perspective, the world opened up and business began to return to normal, which is, in itself, a change from recent times. Covid is far more manageable, service industries are stabilizing and growing and the supply chain is improving. Inflation is still with us, and the interest rate environment remains uncertain, calling for attention and careful management. The recent crypto currency crisis only reinforces the peril of chasing the solution of the moment. Against this backdrop, our approach of providing sound, thoughtful, trusted advice and honest partnership, coupled with the latest service technology, resonates with clients more than ever. As we enter a new year, we are focused on building our business through quality customer relationships and an emphasis on improving overall efficiency.

Tompkins experienced another year of solid operating performance in 2022. Full year earnings per share and net income were both down from the prior year, though the negative variance to prior year earnings was driven by lower pandemic-related Paycheck Protection Program (PPP) loan fees, as PPP loan balances were largely paid down by the end of 2022. PPP net loan fees contributed \$0.16 to diluted earnings per share in 2022 compared to \$0.58 in 2021. If these fees were excluded from our results in both years, diluted earnings per share would have shown an increase of 4.75% in 2022, when compared to the prior year.

Our provision expense and our reserve for loan losses increased during 2022 due to growth in our loan portfolio and a more challenging economic outlook. Still, credit quality remains strong. Nonperforming loans as a percentage of our total assets remain near historic lows, while recoveries on previously charged-off loans exceeded our gross loan losses recorded in 2022.

We work every day to exhibit the values that have provided steady guidance and led to consistent performance. With that in mind, we’ve recently undertaken a refresh of the Tompkins brand to more strongly reflect our values. This new, outward manifestation of Tompkins better reflects our unity and our single-minded purpose—to help our clients and the communities we live in and serve to thrive and grow. We view this process as an investment in our relationship with our customers and in our growth within our communities.

Our previous multibank model served us—and our customers and communities—well. As one bank now, we are still Tompkins, the same steady, community-focused financial institution we have always been,

now with sharpened dedication to being a full-service financial partner whose point of pride remains local decision making.

We have a commitment to continually adapt our services and facilities to allow customers to bank where and how they want. We evaluate

**A NEW, OUTWARD MANIFESTATION OF TOMPKINS BETTER REFLECTS OUR UNITY AND OUR SINGLE-MINDED PURPOSE—TO HELP THE COMMUNITIES WE LIVE IN AND SERVE TO THRIVE AND GROW.**

our branch network and technology offerings to suit the changing lifestyles of our customers, who also are adapting to their own needs and realities. In 2023, we will open a new location in downtown Syracuse, with additional expansion plans that at this writing are well beyond the drawing board. We remain committed to having convenient branches available to our customers, but we’ve also enhanced online account opening capabilities and implemented an eSign program to make banking outside a branch every bit as convenient. These join other new and enhanced products designed to provide greater flexibility and that prioritize our commitment to Environmental, Social and Governance (ESG) and responsible business practices, including Smart Spend Checking, a No Closing Cost Mortgage and an enhanced Health Savings Account offering.

We are saying goodbye to two of our long-serving directors who are retiring in May; Craig Yunker and Frank Milewski. Craig joined our board with the acquisition of The Bank of Castile in 2000 and Frank joined the board with the acquisition of VIST Financial in 2012. We greatly appreciate their countless contributions and wish them well in retirement.

Tompkins Financial announced the appointment of Alyssa Fontaine as chief risk officer, adding to her existing responsibilities as executive vice president and general counsel. In her expanded role, Alyssa will continue to oversee the Company’s legal and corporate governance functions, while also leading the corporate risk management team.

And after 40 years in banking, 20 of those years with Tompkins, Greg Hartz will retire as president of Tompkins Community Bank, Central New York. Greg joined Tompkins in 2002 and was promoted to the role of senior vice president before being named president and CEO of Central New York in 2007. His contribution to our growth cannot be overstated. But we—and Greg—are not about growth for its own sake. Instead, the growth Tompkins enjoyed under Greg’s leadership is a direct result of the passion he brought to the job for decades and still brings to the community, and to life, every day. We wish him the best in all things as we engage in our disciplined succession identification process.

Time brings change—but also consistency in the excellence of our leadership. Effective January 1, 2023, John McKenna has transitioned into a full-time role as president of Tompkins Community Bank. As our business has continued to grow, we are fortunate to be considering expansion opportunities in all of our markets. We realize that devoting more resources to focus on these opportunities is warranted. John, in his new role, will bring proven leadership to those efforts. We immediately began the process of identifying a successor for his current position as Western New York president.

The Annual Meeting of Shareholders will be held on May 9, 2023. Information on how to participate and vote will be sent to shareholders in early spring.

There is a French proverb that tells us that the more things change, the more they stay the same. Tompkins is living proof of that in our thriving communities. Change will come. We will welcome it and meet it with the same values that have always made us the partner of choice for customers looking for the outstanding banking, insurance and wealth experience they expect and the exceptional relationship they deserve.



  
**STEPHEN S. ROMAINÉ**  
PRESIDENT & CEO

  
**DR. THOMAS R. ROCHON**  
CHAIR

*The owners of Country Willow had a new idea. Or was it an old idea? Regardless, it proved to be a big idea that propelled their small home décor business to a whole new level of success.*



In 1996, Cori and Roy Estrow were parents to a new little girl and starting a country-inspired décor business as an alternative to Cori returning to work full-time. It proved an immediate success. As a step in their growth, they decided to add dining furniture to satisfy a burgeoning customer demand. But they didn't want just any tables; they wanted furniture of lasting value that also matched their values. They found it in a company that made tables from 200-year-old barnwood.

The mix of time-honored and modern was something their customers were clamoring for. And it was something that the Estrows came to appreciate in their partnership with their bank. Fast forward to today and Mike Leibowitz leads Country Willow, overseeing dramatic growth with the help of Tompkins, which, just like the sustainable tables that launched the business to a new level, doesn't discard things that have stood the test of time for something new and superficial. That includes a view of partnership that is difficult to find today.

At no time was that more apparent than when Covid kept customers home instead of buying home furnishings. "The first thing you think is that we have financial obligations to the bank, and if they call our loans, that's it, we're done," says Leibowitz. "And the first thing Tompkins did was phone and say, 'We're in this with you.' That's the Tompkins difference—they don't look at you as a number, they look at you as people. They really were the lifeline we needed."

The people of Westchester County—the first in the country to ban plastic shopping bags—have long shown that they want to do business in a mindful way. That is echoed in a furniture store that preserves the best parts of another era—when things were created with more care and to last far into the future. And it is echoed in a bank that feels the same.

value and values

ELAINE SCHAEFER  
SCHUYLKILL RIVER GREENWAYS



power of preservation

*You don't usually associate something as slow and steady as a river with a revolution, which by definition is dramatic and relatively sudden. But the Schuylkill River has been a silent witness to three revolutions—four if you include the one that's happening now.*



The Schuylkill River is designated as a National Heritage Area because of its role in three consequential periods in our nation's history—the American, the Industrial and the Environmental revolutions. The first two hold prominent places in our history books; the third is preserving and restoring the river and an eventual 120-mile trail adjacent to it through the work of the Schuylkill River Greenways (SRG).

The fourth revolution—as the people of SRG call it—is seeing people eagerly using the river and greenway for respite and recreation in activities ranging from kayaking and hiking to enjoying an evening beside the water with friends. People are innately drawn to the delightful contrast of the history of the area and the modern development that is revitalizing it.

By working to create a long-distance trail along the river's banks and through youth education and adult recreation programs, SRG is at the intersection of maintaining our green spaces, positively impacting the environment, preserving our heritage and facilitating the growth that happens when the preservation is done well. And so is their bank.

Tompkins has partnered with SRG to provide insurance and to manage the interest-bearing accounts that state grants and foundation funding require. That arrangement has been advantageous to both, but it's Tompkins' dedication to partnership and community that truly binds the organizations together. "I think we align really well with their mission and goals. Investment in our community, and specifically, investment in revitalization and supporting smaller businesses and projects that are not big headline grabbers, are meaningful ways to bring vitality into our community," says Elaine Schaefer, executive director of SRG.

The best of a bygone era. The promise of a bright future. Old meets new. The combination has universal appeal—to the people fortunate enough to live near the revitalized Schuylkill River, and to the bank and the nonprofit association mutually dedicated to civic engagement, economic development and preserving our shared heritage.

ELIZABETH AMBROSE  
AND ELIZABETH DEMISSE  
BRIDGES CORNELL HEIGHTS

*There's a theme that often arises when you talk to older adults. One of invisibility. After a life of being out in front, of being in charge, of being looked to for answers, people in their golden years often fall through the cracks.*



But not if Elizabeth Ambrose has anything to say about it. For more than 30 years, she's been making seniors feel at home in a unique and caring way. Rather than building new housing that feels like something out of the modern era, Elizabeth, founder and proprietor of Bridges Cornell Heights, has been converting housing that is out of their era—remarkable homes with character and charm and strength, just like the people who live there. “I guess I've always been attracted to older things, older people,” Elizabeth explains.

It's one thing to preserve historic houses, it's another altogether to turn them into homes with more history to be written. Under Elizabeth and Elizabeth Demisse, executive vice president & director, Bridges Cornell Heights has succeeded in preserving beautiful old structures and making them a welcoming place for beautiful older people. “Service. I think it's all about the human touch. That's the most important aspect of caring for people,” says Ambrose.

Any undertaking of renovating and building truly excellent senior homes takes support, with both capital and advice. Elizabeth found that, decades ago, at Tompkins for both banking and insurance. She also found a kindred spirit. “You don't get lost between the cracks. That's how I have always felt with Tompkins. They're very heavily focused on service and creating personal relationships. It's very similar to the work that we do here at Bridges.”

Another commonality is proactivity—anticipating needs and providing thoughtful solutions before anyone asks. That was the case when Tompkins approached Ambrose with the idea of purchasing a property that since has become Horizon Villages. “It was like having an unpaid member of my executive staff, a person in development who actually works for the bank.” The Bridges model recognizes that a house is little more than a shell without caring people. And people focusing on doing good for others make a house, or a bank for that matter, a place where you want to spend your future.



built to last

BILL BASKIN AND  
SUSAN BLACKBURN  
BASKIN LIVESTOCK



*There's an adage that says, "One man's trash is another man's treasure." Another advises, "Waste not, want not." The lesson of both seems to be that there is value in what others are tempted to discard.*



Baskin Livestock knows that lesson well. Its story begins in Rhode Island on High Rock Farm... so named because rocks were the only thing you could grow, according to Bill Baskin and Susan Blackburn. The husband and wife team made the venture successful in part by using food waste from a nearby bagel factory as cattle feed.

The manufacturer also had a facility in Buffalo and inquired if Baskin was interested in its waste given the relationship formed at High Rock. Bill and Susan jumped in the car and soon had a new farm in Batavia and a deal to use some of the waste for their own cattle and to mill more into feed for sale. The business model prioritized both growth and preservation of resources. "There's a song that says, 'I was country when country wasn't cool.' We were recycling when recycling wasn't cool," says Bill. "If you're a farmer and you're not a steward of the land, you're not a farmer," adds Susan.

The same focus was crucial when it came time to choose a bank, and later an insurance partner. The relationship began, fittingly, over horses. Susan met her future Tompkins banker as his family was showing draft horses and there was an immediate connection. Years later, they still appreciate Tompkins' dedication to preserving the relationship through times of growth and struggle.

"Normally, everything goes along well. But if you have an issue, you want somebody to help you get through it. Whatever I need from Tompkins, they're there," says Bill. And unlike many banks, Tompkins has not cast aside the farm business for easier industries. "I don't think a lot of banks understand farming. Tompkins does. It's not like Walmart where you're going to make more money every year, with more sales and more profits and bigger percentages. In our business, you have good years and bad."

And you stay the course, holding tight to a bank that stays right there with you.

rock solid principles

*2022 is behind us. As always, there is benefit to looking back to reflect, to learn and to adjust. Doing so this year showed us that the past year was one of exciting change, definitive progress and moving forward in ways important to us as an organization and to our customers.*



**HSA EMPLOYER PORTAL**  
A self-service solution that gives administrators the tools to manage the activity of their company's HSA plan

One of the most visible steps forward was returning to a more normal way of doing business and serving our customers. Through several challenging years, we learned more than ever to be grateful for every day, each co-worker and all our customers. We learned another thing as well—that our changing world and our busy customers require greater flexibility in how they bank and do business with us. We responded with new options for meetings—both among Tompkins team members and with our customers—and products that make banking from anywhere easier than ever.

Our changing times showed how health care and economic issues are intertwined and to be fully confident and secure, true solutions need to address both parts of a complex equation. A Health Savings Account (HSA) can be a critical component in every family's financial future. In an effort to simplify an employer's ability to offer and manage an HSA, we've implemented the Tompkins HSA Employer Portal—a self-service solution that gives administrators the tools to manage the activity of their company's HSA plan.

## the year behind was one for moving forward



**NO CLOSING COST MORTGAGE**  
The bank pays all non-personal, third-party fees on the behalf of the mortgage applicant

As a result of a variety of interwoven economic issues, the housing market was historically volatile in 2022, with both housing prices and then mortgage interest rates reaching highs not experienced in decades. The end of the year started to see stability returning, and more people who may have considered it out of reach only months before are now turning their attention to home buying. We are pleased to help so many of our customers realize their dreams of home ownership through a variety of products and programs. To help them purchase or refinance a first or second home, we're proud to offer a No Closing Cost Mortgage. The bank pays all non-personal, third-party fees on behalf of the mortgage applicant, bringing more homes into reach for new homeowners and leaving purchasers with more cash for the things that any new home needs. With home ownership inevitably comes the need for repairs and renovations, and our renovation loans allow customers to finance expensive items such as roofs, kitchens and bathrooms in with their primary mortgage. And finally, we also have a pilot Clean Energy Program in partnership with NOCO Energy to offer financing on geothermal systems that help homeowners enjoy the benefits of state and federal tax credits and help us all benefit from a cleaner environment.

A lasting lesson of the past several years is how unforeseen circumstances can adversely impact virtually anyone's financial health. It is understandable that individuals and families fall into uncertain territory when life-interrupting events take place. Our Smart Spend Checking is a checking account specifically



**SMART SPEND CHECKING**  
This account includes many conveniences of traditional checking accounts, such as bill pay and debit card access, and is free from the hassle of overdraft fees or bounced checks

designed for young people starting out in their financial lives and those taking steps toward financial wellness. Bank On certified,

which ensures everyone has access to safe, affordable transactional bank accounts, Smart Spend Checking includes many conveniences of traditional checking accounts, like online bill pay and debit card access, and is free from the hassle of overdraft fees or bounced checks. It's an ideal example of how our forward thinking is informed by our shared history and experiences as a community.

Changes in our economy and the job market have given job seekers greater flexibility and leverage and placed new challenges on employers of every type—Tompkins included. With new rules defining the job market and workspace, employee retention and talent acquisition are more important than ever to allow us to serve our customers with the proven Tompkins excellence. We have implemented a variety of initiatives to help attract highly sought-after candidates, including remote and hybrid work options; an Employee Referral Program where employees are compensated for referring new team members; a new team member Ambassador Program; a renewed Professional Development Program; and Diversity, Inclusion and Belonging (DIB) initiatives that include a DIBs Steering Team, Employee Resource Groups, learning sessions, podcasts and cultural celebrations.

2022 saw us start to re-engage after two years of a more isolated way of living and we have maintained service at the top of our list of priorities. We can't be the pre-eminent community bank without putting community at the center of all we do—and in the previous 12 months, we did. Tompkins team members performed 19,000 hours of community service in the areas we are so proud to serve. That is significant, but nothing new. Across our footprint, we have always been active members and leaders in our communities.

Here are just a few examples from our markets:

In Central New York, we continued our tradition of partnering with a local foundation to recognize

outstanding volunteerism and non-profit work by community members with our Awards for Excellence.

In the Hudson Valley, Tompkins team members received the prestigious ATHENA Award and the Business Council of Westchester's Chairman's Award. In Pennsylvania, we raised funds for the Muscular Dystrophy Association through hosting a bingo event and surpassing our official goal. And in Western New York,

we continued to support FeedMore WNY with volunteer activity, regular donations and a substantial contribution in response to the tragic shooting in Buffalo.

### COMMUNITY BANK BOARD APPOINTMENTS

As part of our commitment to local decision making, we have established community bank boards in each of our four geographic markets. In Western New York and Pennsylvania, we are proud to announce the appointments of three new community bank board members who will further strengthen and diversify our thinking and leadership.

Janet Coletti joins our Western New York community bank board after a successful 35-year career in banking, most recently as executive vice president and chief human resources officer of M&T Bank.



**COMMUNITY SERVICE**  
Our people create initiatives and projects that are close to their hearts and answer the needs of their neighbors



**19,000 HOURS**  
OF COMMUNITY SERVICE IN THE AREAS WE ARE SO PROUD TO SERVE



**ADDITION OF THREE NEW BOARD MEMBERS**

Her extensive financial services experience, along with her understanding of talent management, leadership development, compensation and benefits and diversity and inclusion make her a highly qualified addition to our leadership.

Michael Pearson brings his deep business experience to our Pennsylvania community bank board. Michael's diverse background includes time in executive consulting, real estate development and packaging manufacturing as well as tenure as a U.S. Army platoon leader in Desert Storm and Desert Shield. We thank him for his service in our armed forces and look forward to his service as a member of our Pennsylvania community bank board.

We have also appointed Lenin Agudo, director of Widener University's Small Business Development Center to our Pennsylvania community bank board of directors. Lenin brings more than 15 years of economic development experience to the board as well as a dedication to revitalizing communities through public policy and economic growth. His expertise complements Tompkins' commitment to innovative economic development initiatives across its PA footprint.



**INSURANCE NET INCOME UP  
OVER LAST YEAR,  
WELL EXCEEDING PLAN**

#### TOMPKINS INSURANCE

Our recent rebrand has us unified under the Tompkins name, but we remain a full-service institution with banking, insurance and wealth management to provide comprehensive financial partnership to our customers. Tompkins Insurance had a very strong financial year during which we strengthened our partnerships with the families, individuals and businesses across our diverse communities. Driven by robust retention in all of our insurance lines of business—commercial, personal and employee benefits—our net income in 2022 was up over the prior year, well exceeding plan.

#### TOMPKINS FINANCIAL ADVISORS<sup>†</sup>

Exciting change is coming to Tompkins Financial Advisors in the form of an expansion into Delray Beach, Florida. Several of our existing clients have relocated there and we have a seasoned wealth advisor working to expand that office. While the office is new, our focus company-wide remains the same—to deliver best-in-class wealth management solutions to our clients. That steadfast effort and a focus on managing factors that are in our control have helped us navigate difficult market conditions while keeping our pipeline solid and our enthusiasm high for the coming year.

#### FLORIDA EXPANSION

Tompkins Financial Advisors  
expands into  
Delray Beach, Florida



**A NEW YEAR AWAITS US. IT WILL INEVITABLY BRING CHANGE.  
BUT IT WILL ALSO BRING MORE OF THE THINGS THAT HAVE BEEN  
SUCH AN IMPORTANT PART OF OUR HISTORY—PRIDE IN AND  
APPRECIATION FOR OUR COMMUNITIES, OUR EMPLOYEES  
AND OUR PARTNERS. WE SEE NEW OPPORTUNITIES IN FRONT  
OF US THAT MAKE 2023 ONE WE LOOK FORWARD TO.**

## FINANCIAL HIGHLIGHTS

(In thousands, except per share data)	2022	2021	% CHANGE
Total assets	\$ 7,670,686	7,819,982	(1.91)%
Net income attributable to Tompkins Financial Corporation	85,030	89,264	(4.74)%
Diluted earnings per share	5.89	6.05	(2.64)%
Cash dividends per share	2.31	2.19	5.48%

The following consolidated selected financial data is taken from the Company's audited financial statements as of and for the five years ended December 31, 2022.

## SELECTED FINANCIAL DATA

(In thousands, except per share data)	Year ended December 31				
	2022	2021	2020	2019	2018
<b>FINANCIAL STATEMENT HIGHLIGHTS</b>					
Assets	\$ 7,670,686	\$ 7,819,982	\$ 7,622,171	\$ 6,725,623	\$ 6,758,436
Total loans	5,268,911	5,075,467	5,260,327	4,917,550	4,833,939
Deposits	6,602,295	6,791,435	6,437,752	5,212,921	4,888,959
Other borrowings	291,300	124,000	265,000	658,100	1,076,075
Total equity	617,390	728,941	717,689	663,054	620,871
Interest and dividend income	251,324	241,318	254,330	261,378	251,592
Interest expense	21,043	17,526	28,991	50,750	39,792
Net interest income	230,281	223,792	225,339	210,628	211,800
Provision (credit) for credit loss expense	2,789	(2,219)	17,213	1,366	3,942
Net (losses) gains on securities transactions	(634)	249	443	645	(466)
Net income attributable to Tompkins Financial Corporation	85,030	89,264	77,588	81,718	82,308
<b>PER SHARE INFORMATION</b>					
Basic earnings per share	5.92	6.08	5.22	5.39	5.39
Diluted earnings per share	5.89	6.05	5.20	5.37	5.35
Cash dividends per share	2.31	2.19	2.10	2.02	1.94
Common equity per share	42.42	49.62	47.98	44.17	40.45
<b>SELECTED RATIOS</b>					
Return on average assets	1.09%	1.12%	1.05%	1.22%	1.23%
Return on average equity	13.25%	12.32%	11.09%	12.55%	13.93%
Average shareholders' equity to average assets	8.20%	9.09%	9.51%	9.75%	8.83%
Dividend payout ratio	39.02%	36.02%	40.23%	37.48%	35.99%

#### OTHER SELECTED DATA (In whole numbers, unless otherwise noted)

Employees (average full-time equivalent)	1,020	1,032	1,057	1,047	1,035
Banking offices	60	63	64	64	66
Bank access centers (ATMs)	83	84	85	87	83
Trust and investment services assets under management (in thousands)	\$ 2,943,267	\$ 3,368,960	\$ 3,291,585	\$ 3,102,690	\$ 2,759,558
Trust and investment services assets under custody (in thousands)	\$ 0	\$ 1,683,042	\$ 1,155,434	\$ 959,635	\$ 1,046,716
Trust and investment services assets under management or custody (in thousands)	\$ 2,943,267	\$ 5,052,002	\$ 4,447,019	\$ 4,062,325	\$ 3,806,274

Trust and investment services assets under custody reflects Company-owned securities where Tompkins was custodian. The Company outsourced the custody of Company-owned securities in 2022, which accounted for the decline at year end 2022.



## TOMPKINS FINANCIAL CORPORATION CONSOLIDATED STATEMENTS OF CONDITION

(In thousands, except share and per share data)	As of	As of
	12/31/2022	12/31/2021
<b>ASSETS</b>		
Cash and noninterest bearing balances due from banks	\$ 18,572	\$ 23,078
Interest bearing balances due from banks	59,265	40,029
<b>Cash and Cash Equivalents</b>	<b>77,837</b>	<b>63,107</b>
Available-for-sale debt securities, at fair value (amortized cost of \$1,831,791 at December 31, 2022 and \$2,063,790 at December 31, 2021)	1,594,967	2,044,513
Held-to-maturity securities, at amortized cost (fair value of \$261,692 at December 31, 2022 and \$282,288 at December 31, 2021)	312,344	284,009
Equity securities, at fair value	777	902
Total loans and leases, net of unearned income and deferred costs and fees	5,268,911	5,075,467
Less: Allowance for credit losses	45,934	42,843
<b>Net Loans and Leases</b>	<b>5,222,977</b>	<b>5,032,624</b>
Federal Home Loan Bank and other stock	17,720	10,996
Bank premises and equipment, net	82,140	85,416
Corporate-owned life insurance	85,556	86,495
Goodwill	92,602	92,447
Other intangible assets, net	2,708	3,643
Accrued interest and other assets	181,058	115,830
<b>Total Assets</b>	<b>7,670,686</b>	<b>7,819,982</b>
<b>LIABILITIES</b>		
Deposits:		
Interest bearing:		
Checking, savings and money market	3,820,739	4,016,025
Time	631,411	639,674
Noninterest bearing	2,150,145	2,135,736
<b>Total Deposits</b>	<b>6,602,295</b>	<b>6,791,435</b>
Federal funds purchased and securities sold under agreements to repurchase	56,278	66,787
Other borrowings	291,300	124,000
Other liabilities	103,423	108,819
<b>Total Liabilities</b>	<b>7,053,296</b>	<b>7,091,041</b>
<b>EQUITY</b>		
Tompkins Financial Corporation shareholders' equity		
Common Stock - par value \$.10 per share: Authorized 25,000,000 shares; Issued: 14,555,741 at December 31, 2022; and 14,696,911 at December 31, 2021	1,456	1,470
Additional paid-in capital	302,763	312,538
Retained earnings	526,727	475,262
Accumulated other comprehensive loss	(208,689)	(55,950)
Treasury stock, at cost - 128,749 shares at December 31, 2022 and 122,824 shares at December 31, 2021	(6,279)	(5,791)
<b>Total Tompkins Financial Corporation Shareholders' Equity</b>	<b>615,978</b>	<b>727,529</b>
Noncontrolling interests	1,412	1,412
<b>Total Equity</b>	<b>617,390</b>	<b>728,941</b>
<b>Total Liabilities and Equity</b>	<b>\$ 7,670,686</b>	<b>\$ 7,819,982</b>

## TOMPKINS FINANCIAL CORPORATION CONSOLIDATED STATEMENTS OF INCOME

(In thousands, except per share data)	Year ended December 31		
	2022	2021	2020
<b>INTEREST AND DIVIDEND INCOME</b>			
Loans	\$ 217,607	\$ 214,684	\$ 227,313
Due from banks	371	343	194
Available-for-sale debt securities	27,929	23,440	25,450
Held-to-maturity securities	4,771	2,075	0
Federal Home Loan Bank stock and Federal Reserve Bank stock	646	776	1,373
<b>Total Interest and Dividend Income</b>	<b>251,324</b>	<b>241,318</b>	<b>254,330</b>
<b>INTEREST EXPENSE</b>			
Time certificates of deposits of \$250,000 or more	2,298	2,202	3,175
Other deposits	13,870	8,645	16,789
Federal funds purchased and securities sold under agreements to repurchase	60	64	95
Trust preferred debentures	0	2,233	1,133
Other borrowings	4,815	4,382	7,799
<b>Total Interest Expense</b>	<b>21,043</b>	<b>17,526</b>	<b>28,991</b>
<b>Net Interest Income</b>	<b>230,281</b>	<b>223,792</b>	<b>225,339</b>
Less: Provision (Credit) for Credit Loss Expense	2,789	(2,219)	17,213
<b>Net Interest Income After Provision for Credit Loss Expense</b>	<b>227,492</b>	<b>226,011</b>	<b>208,126</b>
<b>NONINTEREST INCOME</b>			
Insurance commissions and fees	36,201	34,836	31,505
Investment services income	18,091	19,388	17,520
Service charges on deposit accounts	7,365	6,347	6,312
Card services income	11,024	10,826	9,263
Other income	5,925	7,203	8,817
Net (loss) gain on securities transactions	(634)	249	443
<b>Total Noninterest Income</b>	<b>77,972</b>	<b>78,849</b>	<b>73,860</b>
<b>NONINTEREST EXPENSES</b>			
Salaries and wages	98,261	96,038	92,519
Other employee benefits	24,969	24,172	24,812
Net occupancy expense of premises	13,093	13,179	12,930
Furniture and fixture expense	8,058	8,328	7,846
Amortization of intangible assets	873	1,317	1,484
Other operating expenses	50,497	47,253	44,729
<b>Total Noninterest Expenses</b>	<b>195,751</b>	<b>190,287</b>	<b>184,320</b>
<b>Income Before Income Tax Expense</b>	<b>109,713</b>	<b>114,573</b>	<b>97,666</b>
<b>Income Tax Expense</b>	<b>24,557</b>	<b>25,182</b>	<b>19,924</b>
<b>Net Income Attributable to Noncontrolling Interests and Tompkins Financial Corporation</b>	<b>85,156</b>	<b>89,391</b>	<b>77,742</b>
Less: Net Income Attributable to Noncontrolling Interests	126	127	154
<b>Net Income Attributable to Tompkins Financial Corporation</b>	<b>\$ 85,030</b>	<b>\$ 89,264</b>	<b>\$ 77,588</b>
<b>Basic Earnings Per Share</b>	<b>\$ 5.92</b>	<b>\$ 6.08</b>	<b>\$ 5.22</b>
<b>Diluted Earnings Per Share</b>	<b>\$ 5.89</b>	<b>\$ 6.05</b>	<b>\$ 5.20</b>

## MARKET OF REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES

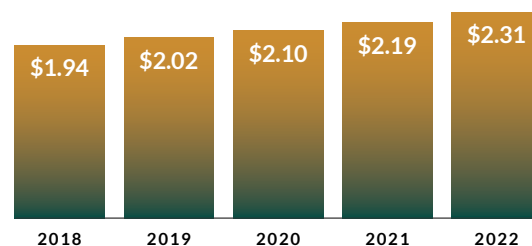
The Company's common stock is traded under the symbol "TMP" on the NYSE American. The high and low closing sale prices, which represent actual transactions as quoted on the Exchange, of the Company's common stock for each quarterly period in 2021 and 2022, are presented to the right. The per share dividends paid by the Company in each quarterly period in 2021 and 2022 and the payment dates of these dividends are also presented.

		Year ended December 31			
		MARKET PRICE		CASH DIVIDENDS	
		HIGH	LOW	AMOUNT	DATE PAID
2021	1st Quarter	\$ 92.36	\$ 66.87	\$ 0.54	02/16/21
	2nd Quarter	85.17	76.81	0.54	05/17/21
	3rd Quarter	81.76	73.63	0.54	08/13/21
	4th Quarter	85.02	77.45	0.57	11/15/21
2022	1st Quarter	\$ 86.30	\$ 76.17	\$ 0.57	02/15/22
	2nd Quarter	79.08	68.90	0.57	05/16/22
	3rd Quarter	79.90	70.79	0.57	08/12/22
	4th Quarter	84.49	73.44	0.60	11/15/22

### DILUTED EARNINGS per share in dollars



### CASH DIVIDENDS per share in dollars



### REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Shareholders and Board of Directors  
Tompkins Financial Corporation:

We have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated statement of condition of Tompkins Financial Corporation and subsidiaries as of December 31, 2022, and the related consolidated statements of income, comprehensive income, cash flows, and changes in shareholders' equity, for the year then ended (not presented herein); and in our report dated March 1, 2023, we expressed an unqualified opinion on those consolidated financial statements.

In our opinion, the information set forth in the accompanying condensed consolidated financial statements is fairly stated, in all material respects, in relation to the consolidated financial statements from which it has been derived.

**KPMG LLP**

KPMG LLP  
Rochester, New York  
March 1, 2023

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**CYNTHIA M. MANUELE**  
Corporate Counsel,  
Deputy Corporate Secretary

**JANET L. HEWITT**  
Assistant Vice President,  
Corporate Administrative &  
Investor Relations Officer

\*Retiring May 2023  
\*\*Effective January 1, 2023

## CORPORATE OFFICE

Tompkins Financial Corporation  
P.O. Box 460  
Ithaca, NY 14851  
(888) 503-5753

**WEBSITE:**  
[www.tompkinsfinancial.com](http://www.tompkinsfinancial.com)

## STOCK LISTING

Tompkins Financial Corporation common stock is traded on the NYSE American under the symbol TMP. The Tompkins Financial Stock Purchase Plan is administered by American Stock Transfer & Trust Company, LLC as transfer agent for Tompkins Financial Corporation. It offers a convenient way for shareholders to increase their investment in the Company.

For answers to many of your shareholder questions or to request forms, visit American Stock Transfer & Trust Company's website [www.astfinancial.com](http://www.astfinancial.com) or contact Thea Miller at (888) 503-5753 or [txmiller@tompkinsfinancial.com](mailto:txmiller@tompkinsfinancial.com).

## FORM 10-K

Copies of the Company's Form 10-K (Annual Report) for 2022, filed with the Securities and Exchange Commission, is available on our website: [www.tompkinsfinancial.com](http://www.tompkinsfinancial.com)

## GO GREEN

If you would like to receive future Tompkins Financial Corporation Corporate Reports and proxy materials electronically, please follow the instructions on your proxy card for voting via the internet and select the option for electronic transmission of proxy materials.

The savings below are achieved when PC recycled paper is used in place of virgin fiber. This project used 1,290 lbs of paper which has a postconsumer recycled percentage of 10%.

- 1.57 trees preserved for the future
- 142.5 gallons of wastewater flow saved
- 7.13 lbs solid waste not generated
- 712.7 lbs net greenhouse gases prevented
- .64 million BTUs energy not consumed



<sup>†</sup>Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products are offered through LPL or its licensed affiliates.

Tompkins Trust Company and Tompkins Wealth Advisors are not registered as a broker-dealer or investment advisor. Registered representatives of LPL offer products and services using Tompkins Wealth Advisors, and may also be employees of Tompkins Trust Company. These products and services are being offered through LPL or its affiliates, which are separate entities from, and not affiliates of, Tompkins Trust Company or Tompkins Wealth Advisors. Securities and insurance offered through LPL or its affiliates are:

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