Embassy Bancorp, Inc.
Annual Meeting of Shareholders
June 15, 2023

Caution on Forward Looking Statements

This presentation may contain forward-looking statements, including statements of goals, intentions, and expectations as to future trends, plans, events or results of Embassy Bancorp, Inc.'s ("Company") operations and policies and regarding general economic conditions. These forward-looking statements are intended to be covered by the safe harbor for forward-looking statements provided by the Private Securities Litigation Reform Act of 1995. These statements are based upon current and anticipated economic conditions, nationally and in the Company's market, interest rates and interest rate policy, competitive factors and other conditions that, by their nature, are not susceptible to accurate forecast, and are subject to significant uncertainty.

Such forward-looking statements can be identified by the use of forward-looking terminology such as "believes", "expects", "may", "intends", "will", "should", "anticipates", or the negative of any of the foregoing or other variations thereon or comparable terminology, or by discussion of strategy.

No assurance can be given that the future results covered by forward-looking statements will be achieved. Such statements are subject to risks, uncertainties, and other factors that could cause actual results to differ materially from future results expressed or implied by such forward-looking statements. Important factors that could impact the Company's operating results include, but are not limited to, (i) the effects of changing economic conditions in the Company's market areas and nationally, (ii) credit risks of commercial, real estate, consumer and other lending activities, (iii) significant changes in interest rates and related deposit flows, (iv) changes in federal and state banking laws and regulations which could impact the Company's operations including policies of the U.S. Department of Treasury and Federal Reserve system, (v) changes in accounting policies or procedures as may be required by FASB or regulatory agencies, (vi) geopolitical events in the Ukraine and Russia, (vii) adverse developments in the financial industry generally, such as the recent bank failures and related responsive measures to manage such developments, and (viii) other external developments which could materially affect the Company's business and operations, as well as the risks described in the Company's Form 10-K for the year ended December 31, 2022 and subsequent filings with the SEC.

Introductions

- *Dave Lobach*

Please:
No Video / Audio Recording
No Photography

Board of Directors



Frank "Chip" Banko III



John G. Englesson



Bernard M. Lesavoy



John C. Pittman



Geoffrey F. Boyer, CFP



Patti Gates Smith

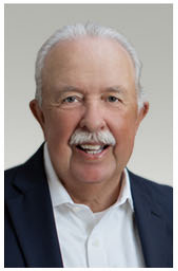


David M. Lobach, Jr.
Chairman



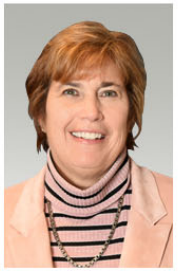
John T. Yurconic

Leadership Team


David M. Lobach, Jr.


Judith A. Hunsicker


Diane M. Cunningham


Lynne M. Neel


Mark A. Casciano


Michael B. Macy


Jeffrey C. Skumin


Brandi L. Stefanov


Jennifer A. Tropeano



Jim Bartholomew

Retired

Senior Executive Vice President

Thank you for your
21+ Years of Service!

Business of the Meeting

- Dave Lobach & Judy Hunsicker

Business of the Meeting

Proposal No. 1: To elect two Class 1 Directors of the Company for a term of 3 years:

- Frank “Chip” Banko III
- Geoffrey F. Boyer

Proposal No. 2: To ratify the appointment of Baker Tilly US, LLP as the Company’s independent registered public accounting firm for the year ending December 31, 2023.

Strength

Stability

Community

- Lynne Neel

Staying True to our Vision



Customer

Dedicated to serving the financial needs of individuals and businesses in our Lehigh Valley community.

Team

Local, experienced banking professionals striving to exceed customer expectations in service and product delivery.

Community

Supporting the community through sponsorships and charitable donations over $1.1 M in 2022, along with countless hours of volunteerism.

Shareholder

Taking good care, over the long term, of our Team, our Customers and our Community will lead to increased Shareholder value.

Tested Model Delivering Results

Strong Balance Sheet

- Sound liquidity
- Strong core deposit base
- No borrowings
- No brokered deposits
- Diversified loan portfolio



Consistent Growth

- Attract deposits and loans by offering state of the art products and services with competitive pricing
- Average annual non-PPP loan growth of 7% over the past five years
- Average annual deposit growth of 11% over the past five years

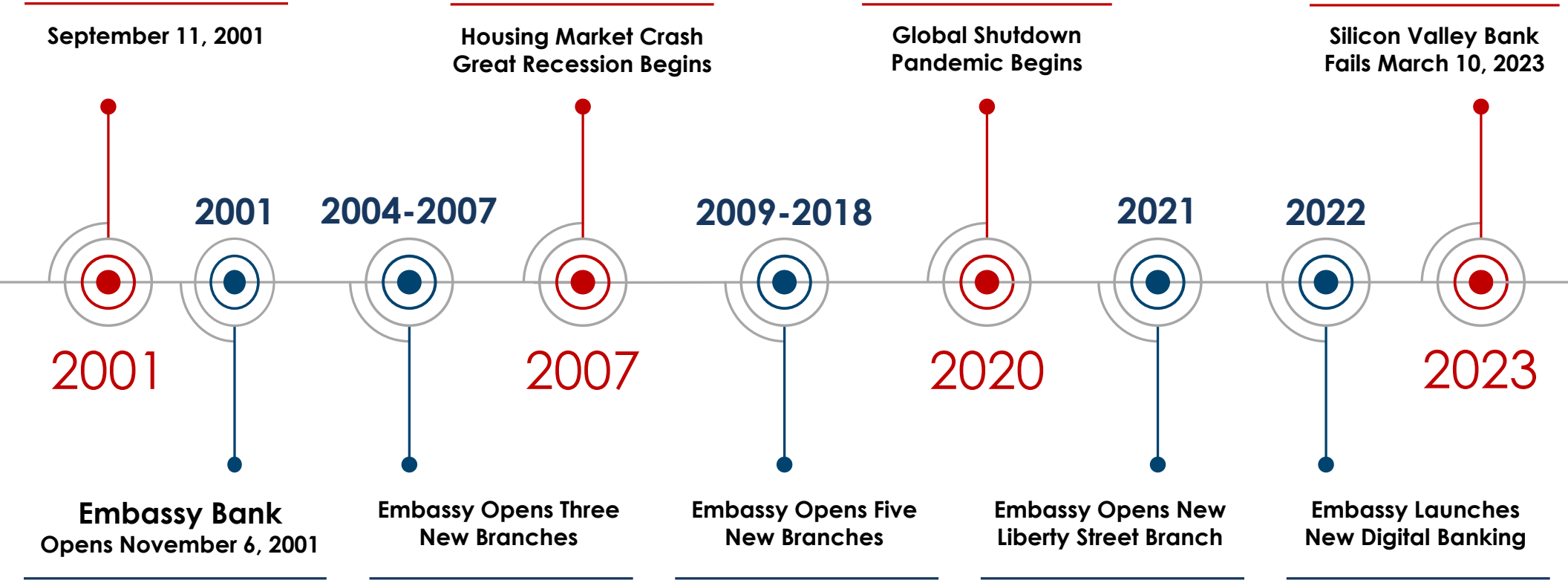
Asset Quality

- Focus on credit quality
- 2022 year-end noncurrent loans to total loans only 0.02%
- No other real estate owned or charge-offs in 2022

Efficiency

- Lower efficiency ratio than the national/PA peer groups
- We do more with 45% less people than our peers

Resilient & Effective Organic Growth

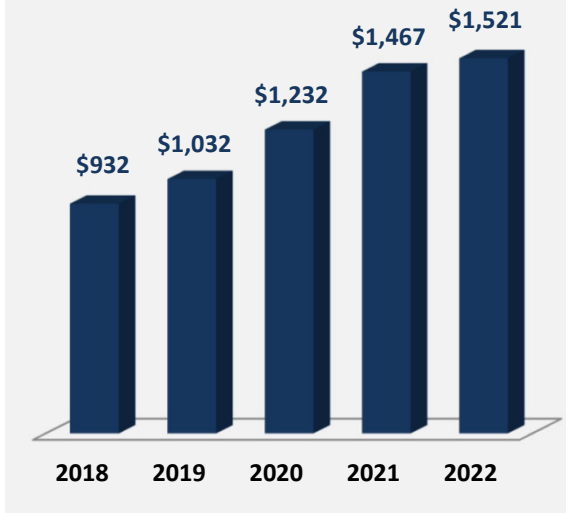


5-Year Growth Trends ($millions)

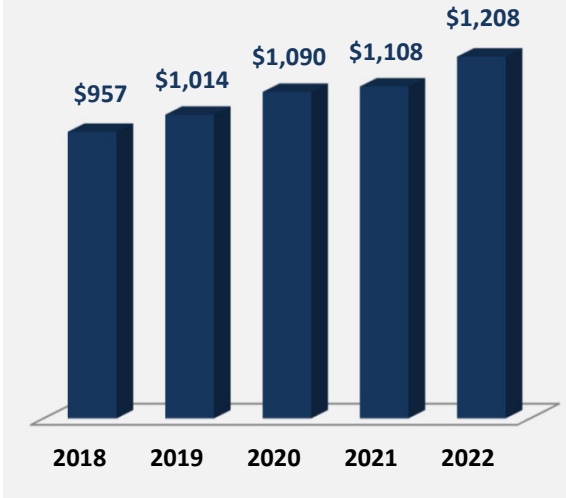
Assets



Deposits



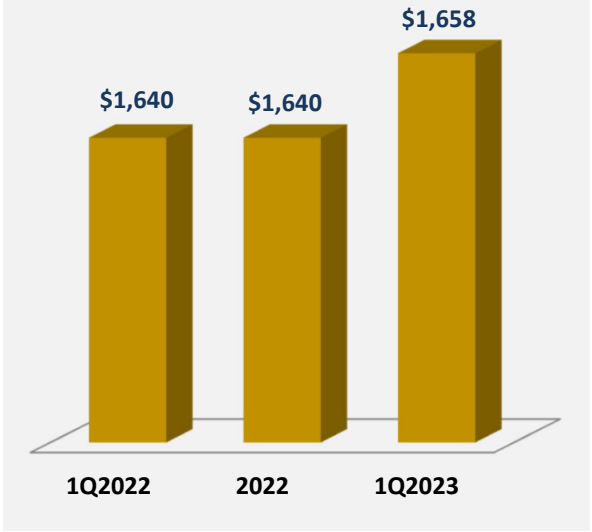
Loans*



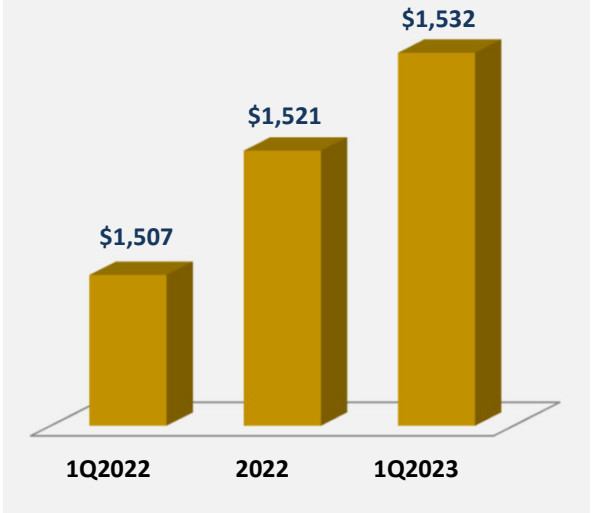
Embassy Bancorp
*Does not include PPP loans

Stable Growth ($millions)

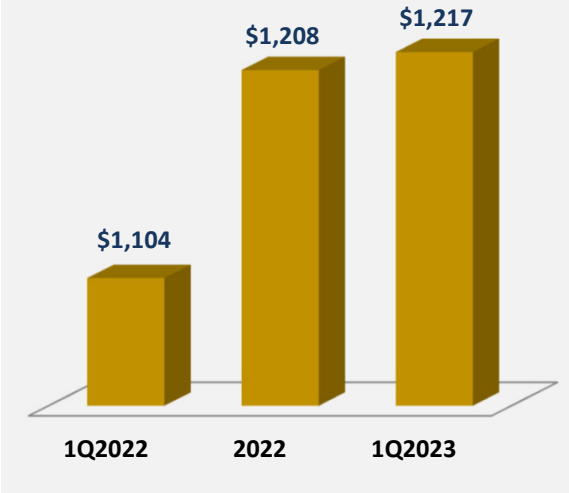
Assets



Deposits



Loans*



Embassy Bancorp

*Does not include PPP loans

TOP 25
BEST
PERFORMING
COMMUNITY
BANKS
NORTHEAST U.S.

2022 S&P Global Market Intelligence

AMERICAN BANKER

TOP 200 COMMUNITY BANKS

Responsible Growth

- Diane Cunningham

Deposits ($millions)



Key Drivers of Growth

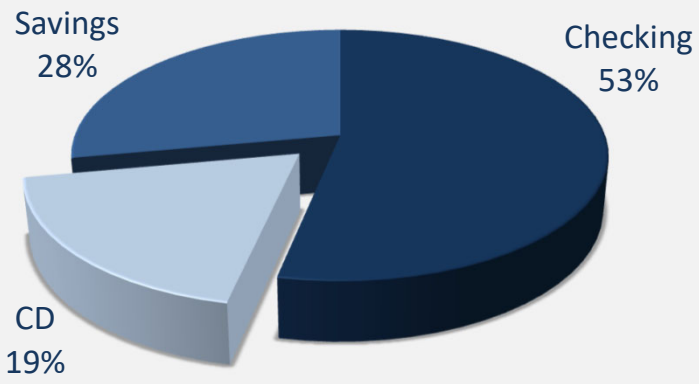
Core Deposits

Relationship Development

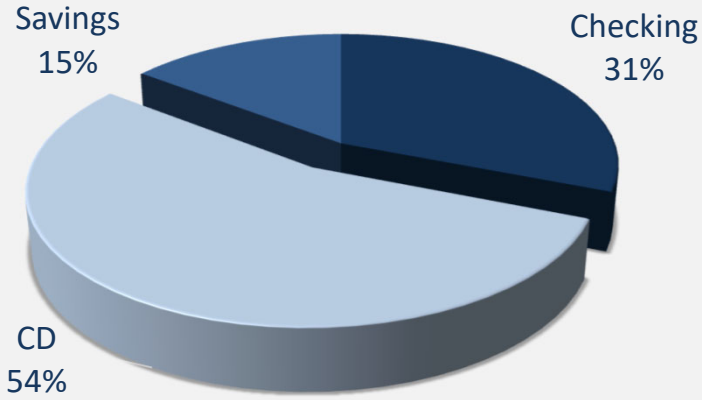
Capturing Opportunities

Defensive Funds Retention

New Accounts 2022



New Accounts 1Q23



Relationship Growth

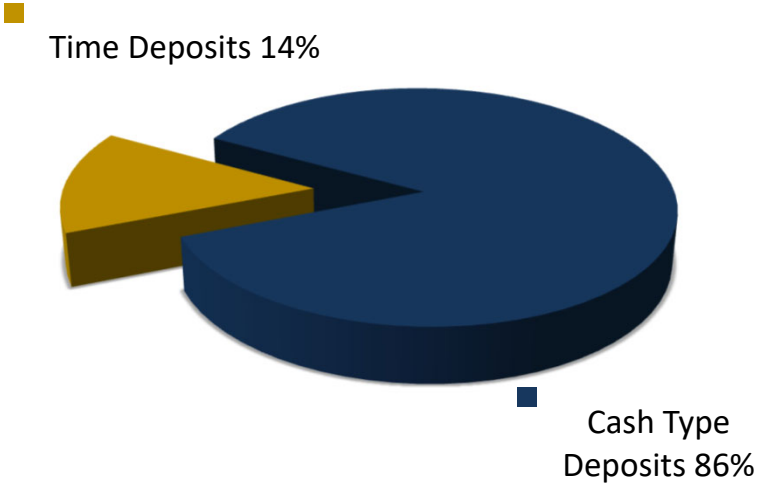
2022 Total New Customers | **1,366**

Relationship Growth

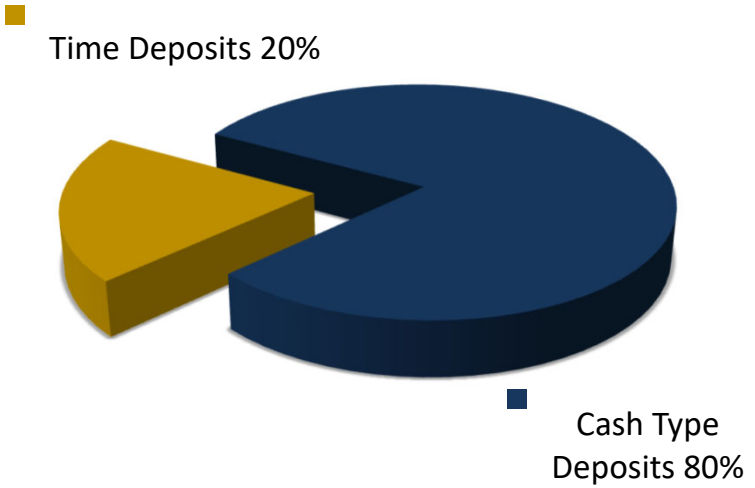
1Q23 New Customers | **500**

Deposit Composition

2022

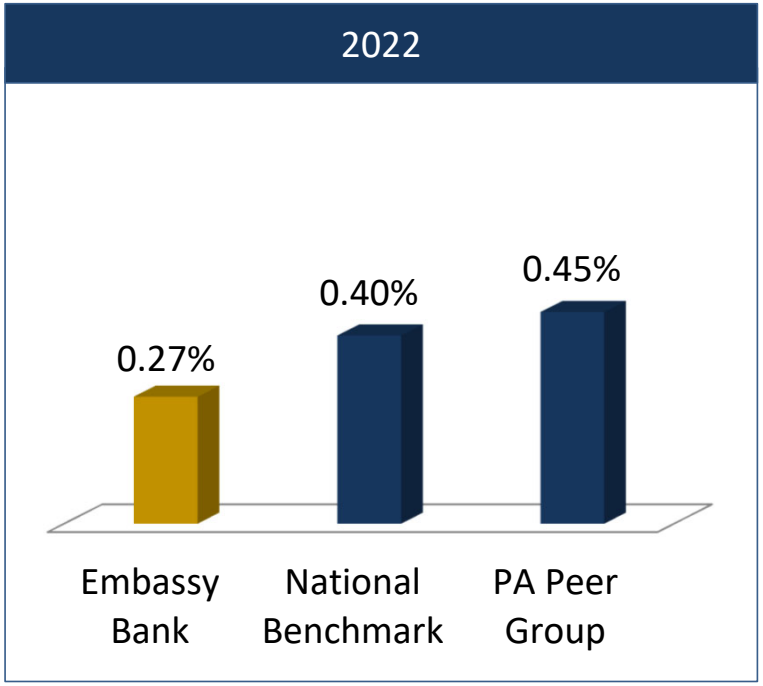


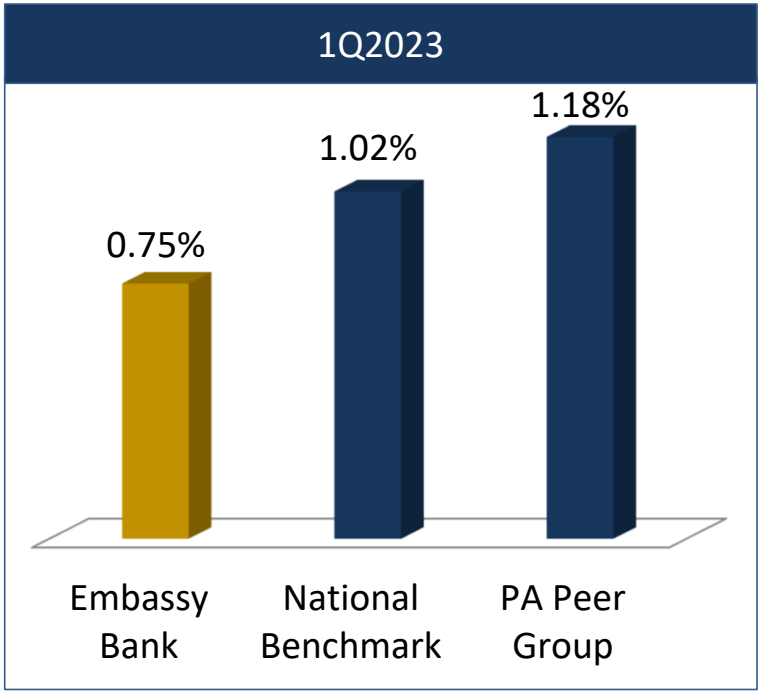
1Q2023



Figures based on Median Values
Source: S&P Global Market Intelligence/Seifried & Brew, LLC

Cost Of Funds Peer Comparison





Figures based on Median Values
Source: S&P Global Market Intelligence/Seifried & Brew, LLC
Benchmark: Stock banks across the U.S. with assets between $100M and $5B;
Peer Group: Banks headquartered in PA with assets between $100M and $5B

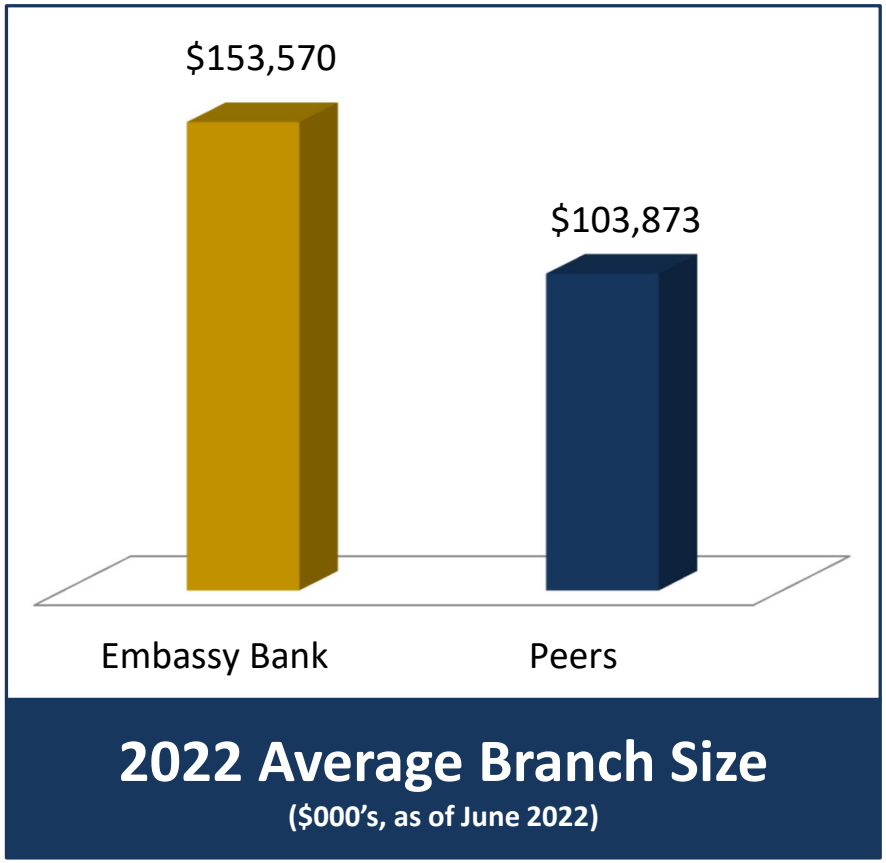
Branching

10 Offices Organically Grown

8 Offices Over $100 Million

No Staff Reduction / Layoffs

No Branch Closings / Consolidation



Source: S&P Global Market Intelligence
Peer Group: Banks and Credit Unions with branches in Lehigh and Northampton Counties

Top 10 Commercial Banks by Deposit Market Share as of June 30, 2022
Lehigh and Northampton Counties

Rank	Institution Name	Total Active Branches	Total Deposits ($000)	Deposit Market Share (%)	YoY Change in Branches	YoY Deposit Growth (%)
1	Wells Fargo Bank NA	26	4,210,147	22.25	(6)	(0.57)
2	Truist Bank	19	2,441,607	12.90	(3)	(1.79)
3	Fulton Bank NA	15	1,687,783	8.92	0	(0.28)
4	PNC Bank NA	14	1,604,482	8.48	(1)	7.63
5	**Embassy Bank for the Lehigh Valley**	**10**	**1,535,700**	**8.11**	**1**	**13.68**
6	Bank of America NA	7	1,349,030	7.13	0	7.48
7	TD Bank NA	7	913,411	4.83	0	5.80
8	American Bank	1	682,221	3.60	0	10.98
9	Santander Bank NA	7	676,135	3.57	(3)	0.02
10	New Tripoli Bank	3	515,419	2.72	0	9.94

Source: S & P Global Marketplace Peer Analytics

Lending for the Long Term



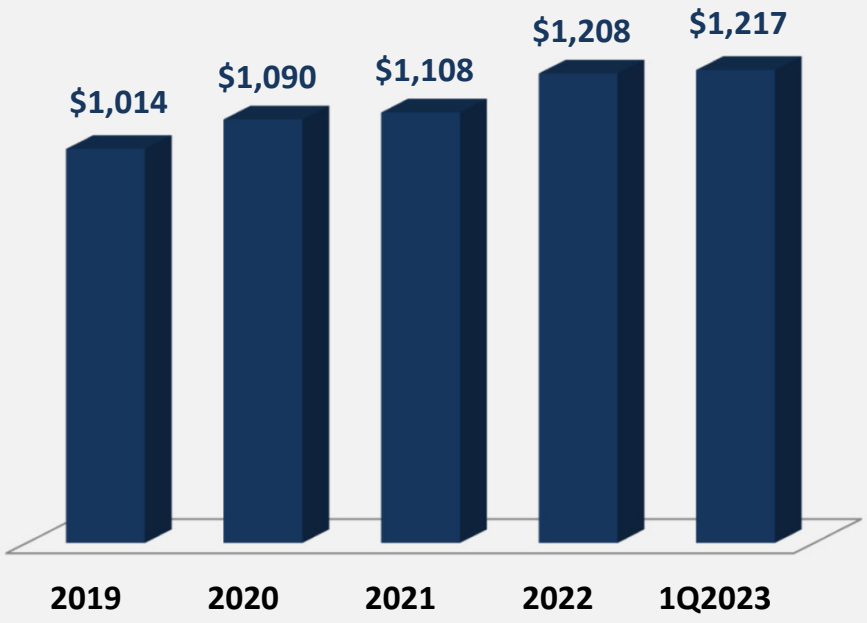
Collaborative
Experienced
Service Focused

Deeply Rooted
Relationships
Reciprocal Referral
Networks

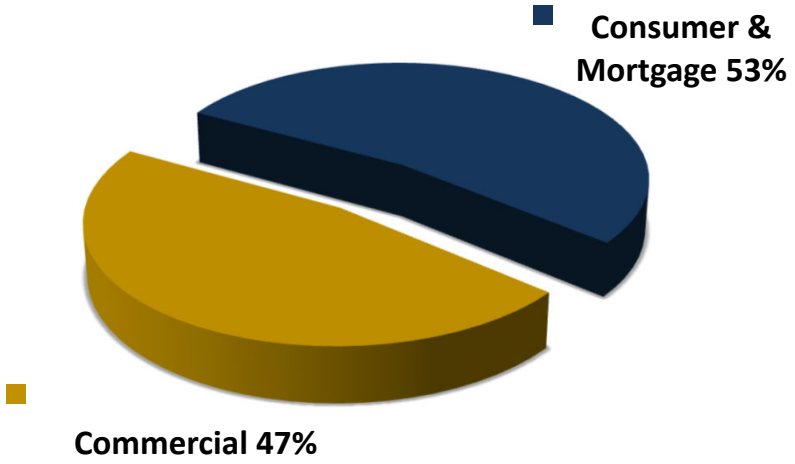
Supporting the
Lehigh Valley
Community

Strong
Diversified
Balanced

Loans* ($millions)

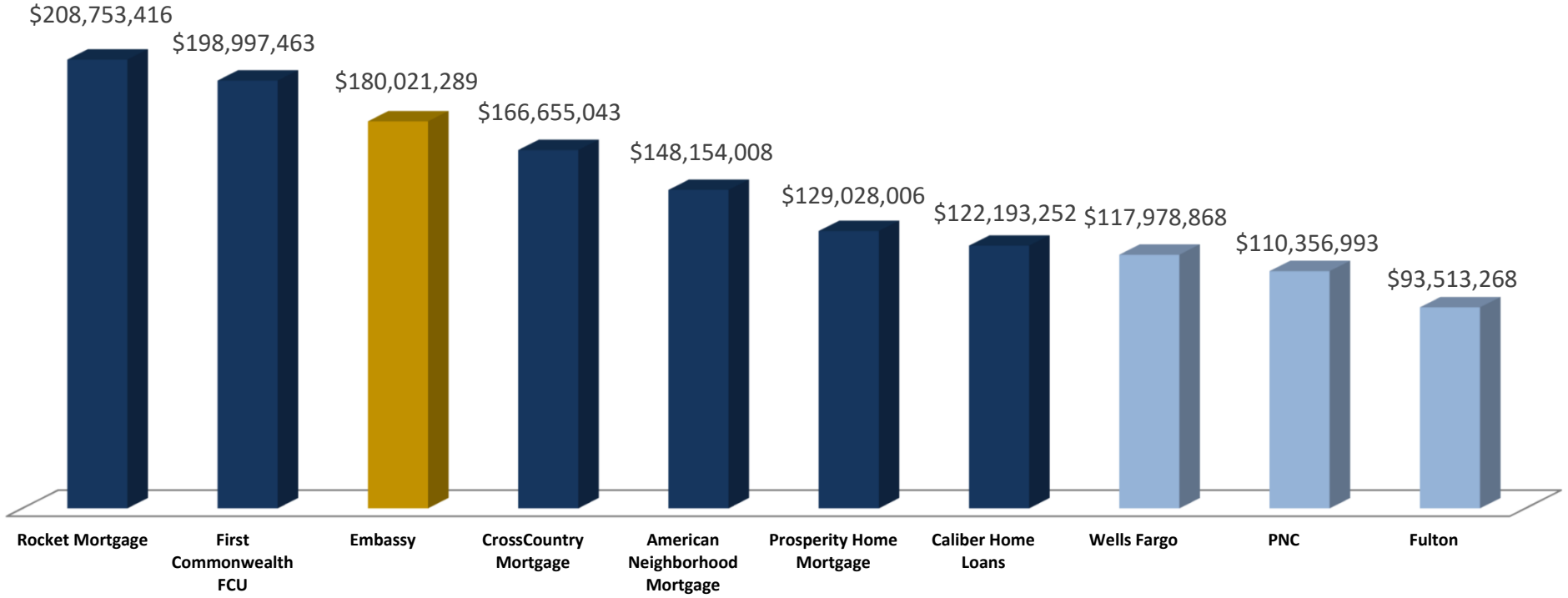


Loan Composition 1Q2023



Embassy Bancorp
*Does not include PPP loans

2022 Residential Mortgages Loans Originated By Amount
Lehigh & Northampton Counties



Source: S & P Global Market Intelligence – Residential and Commercial Analytics
(Private Party Lenders excluded from above comparison)

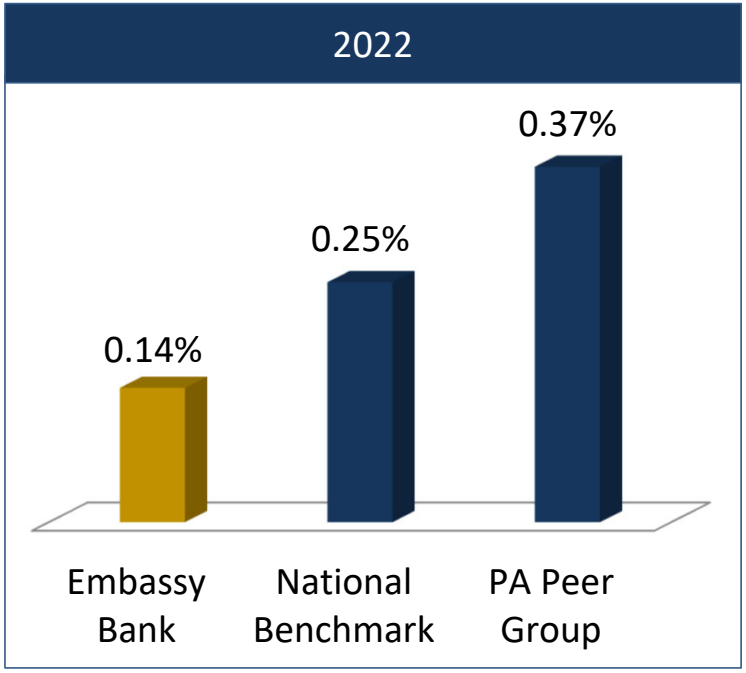
Asset Quality

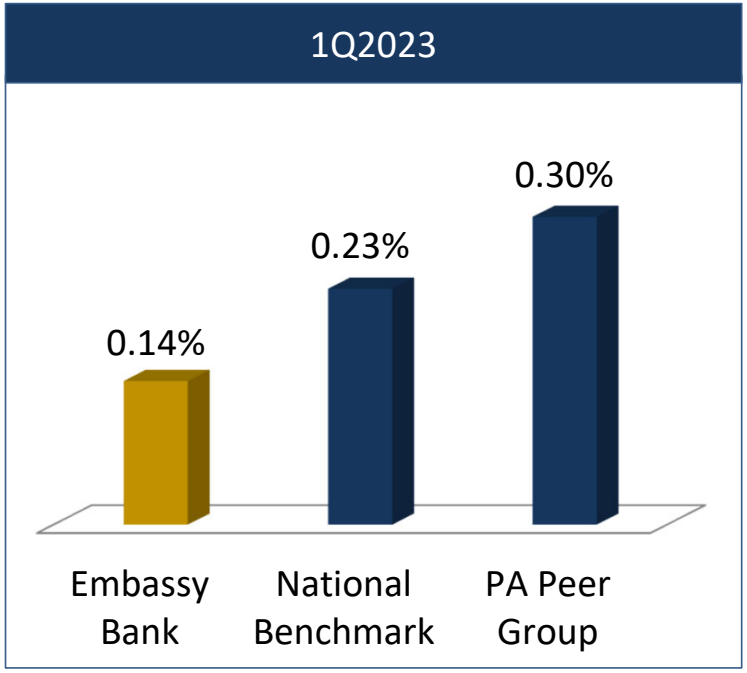
Liquidity

Efficiency

- Judy Hunsicker

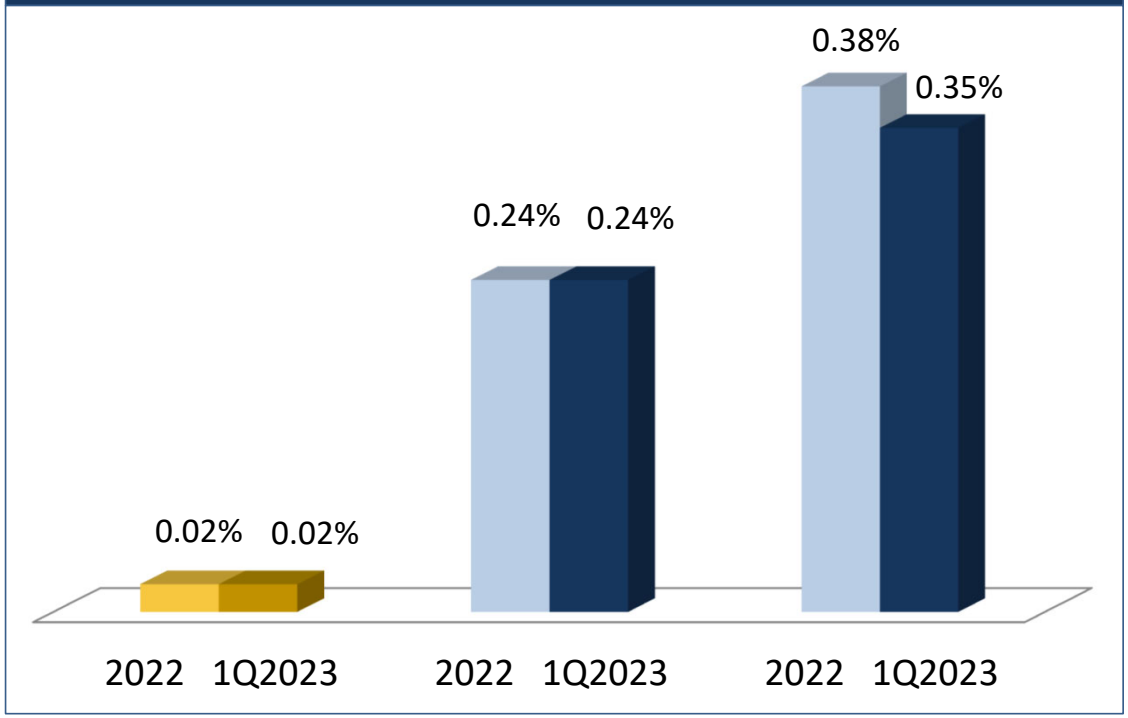
Asset Quality
Non-Performing Assets to Total Assets





Figures based on Median Values
Source: S&P Global Market Intelligence/Seifried & Brew, LLC
Benchmark: Stock banks across the U.S. with assets between $100M and $5B;
Peer Group: Banks headquartered in PA with assets between $100M and $5B

Non-Current Loans to Total Loans
Peer Comparison



Number of
Bank-Owned Properties

12/31/22

ZERO

Figures based on Median Values
Source: S&P Global Market Intelligence/Seifried & Brew, LLC
Benchmark: Stock banks across the U.S. with assets between $100M and $5B;
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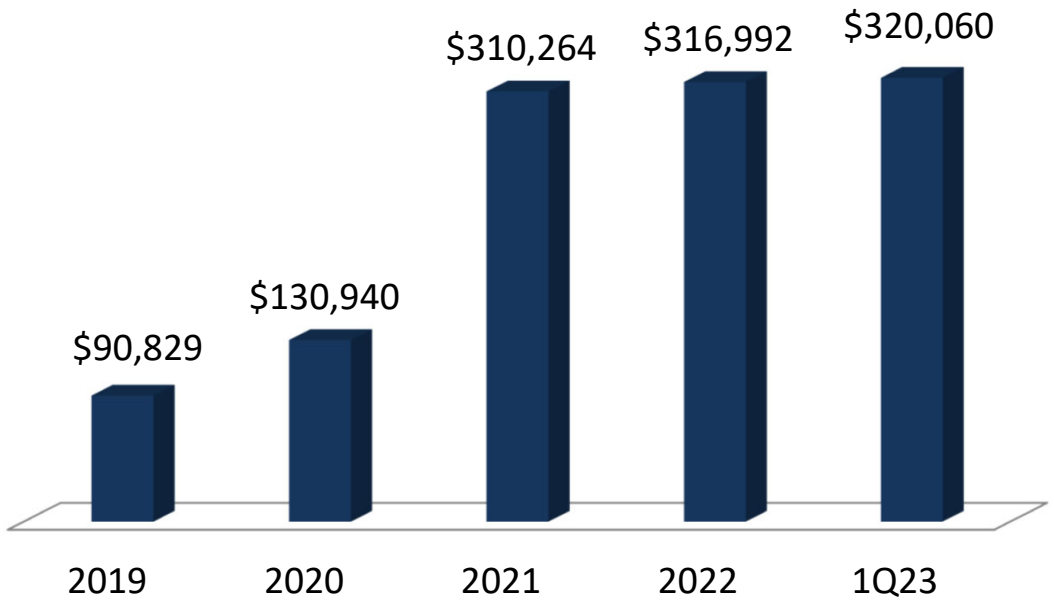
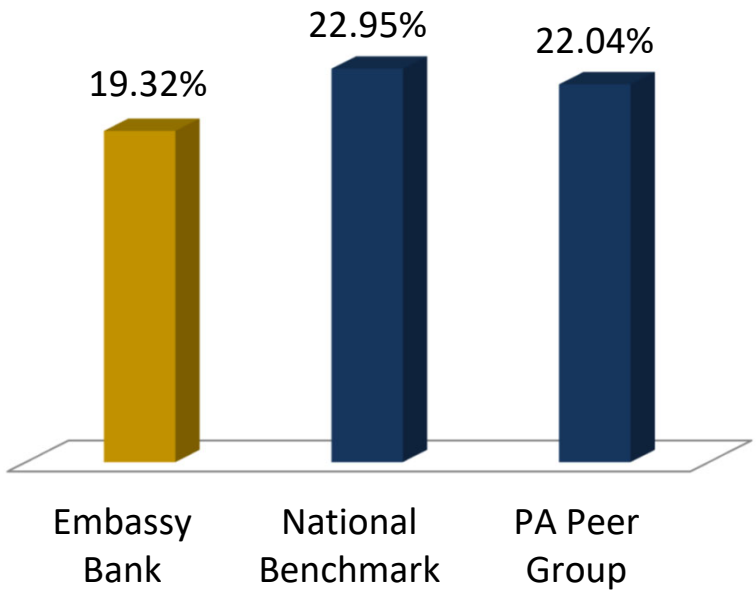
Securities Available for Sale* ($000's)



Securities to Total Assets 2022 Peer Comparison**



* Embassy Bancorp classifies its entire securities portfolio as available for sale.

**Figures based on Average Values a/o 12/31/22
Source: S&P Global Market Intelligence/Seifried & Brew, LLC
Benchmark: Stock banks across the U.S. with assets between $100M and $5B;
Peer Group: Banks headquartered in PA with assets between $100M and $5B

Total Liquidity 2022

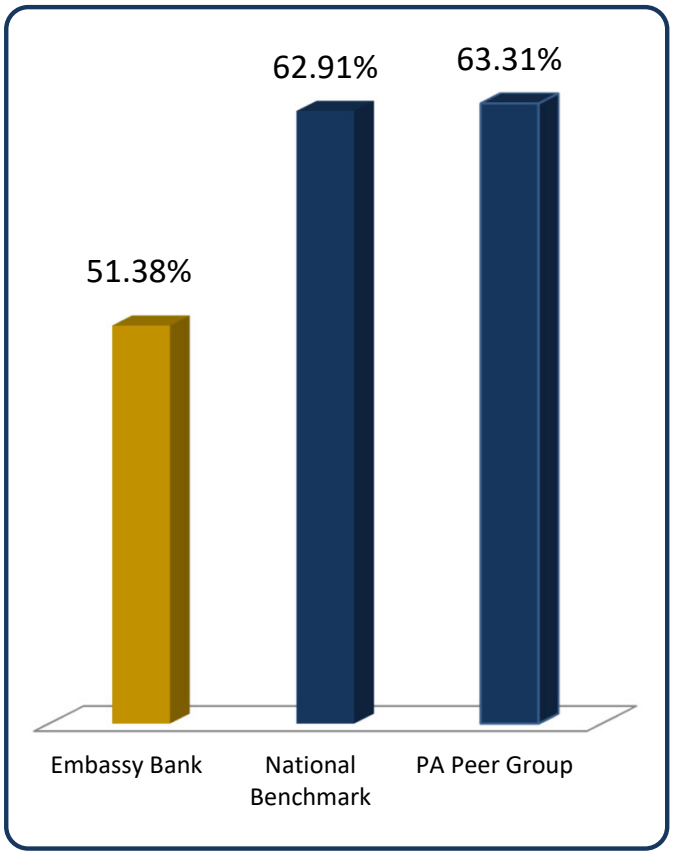
$ 1.02 Billion

Cash, Cash Equivalents & Unpledged Securities	Available Borrowing Facilities
$ 237 Million	$ 781 Million

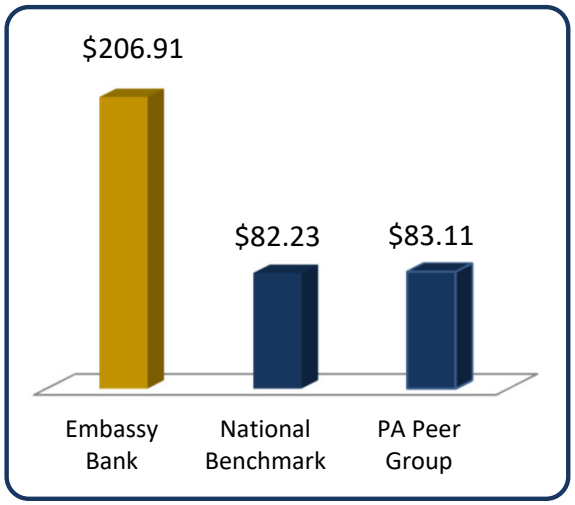
No Outstanding Borrowings & No Brokered Deposits

Efficiency

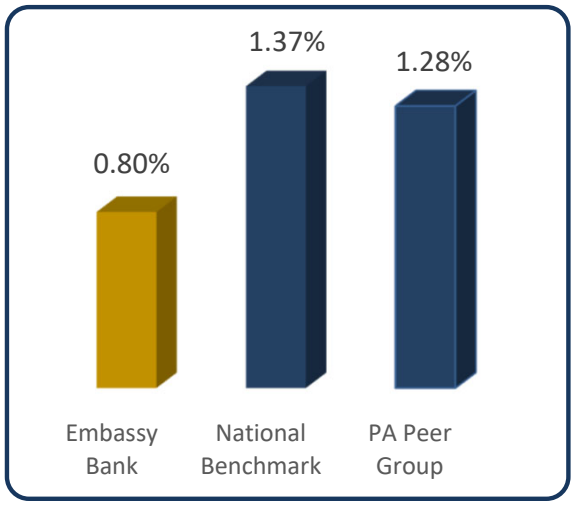
2022 Efficiency Ratio



2022 Revenue Per Employee ($000's)



2022 Salary Expense to Avg. Assets



Figures based on Median Values as of 12/31/22
Source: S&P Global Market Intelligence/Seifried & Brew, LLC
Benchmark: Stock banks across the U.S. with assets between $100M and $5B;
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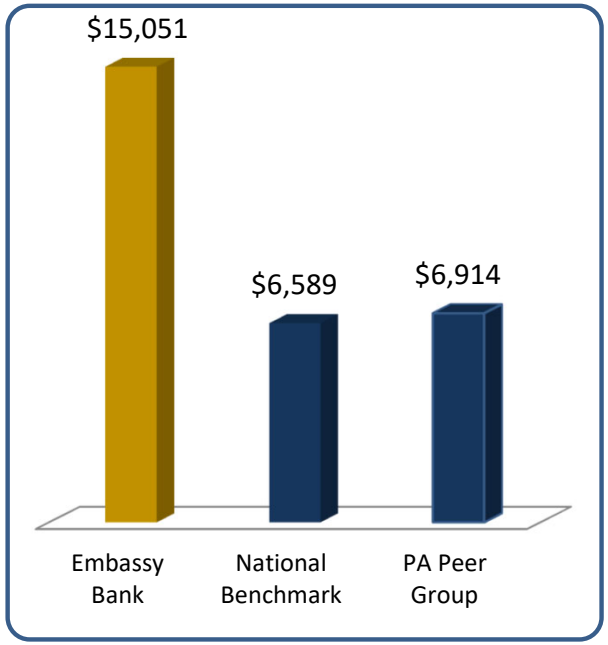
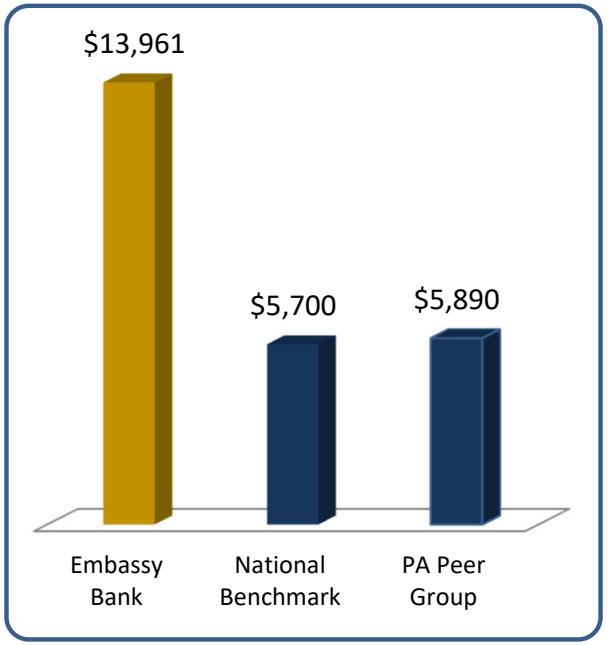
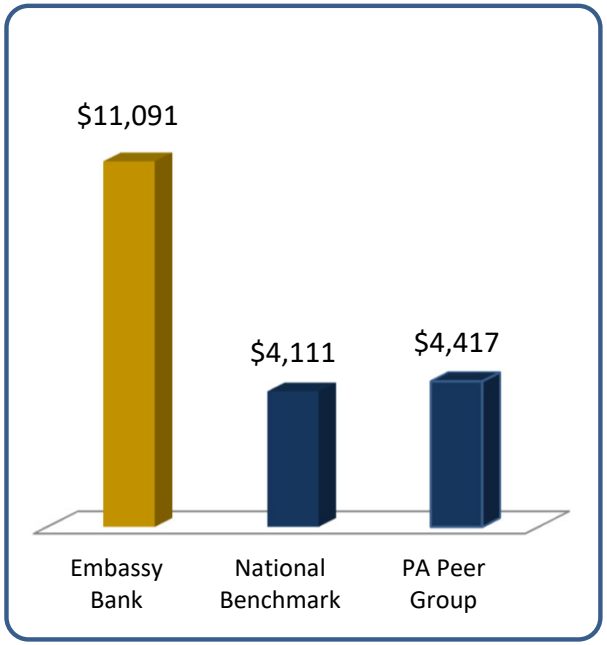
2022 Assets Per Employee ($000's)



2022 Deposits Per Employee ($000's)



2022 Loans Per Employee ($000's)



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Performance

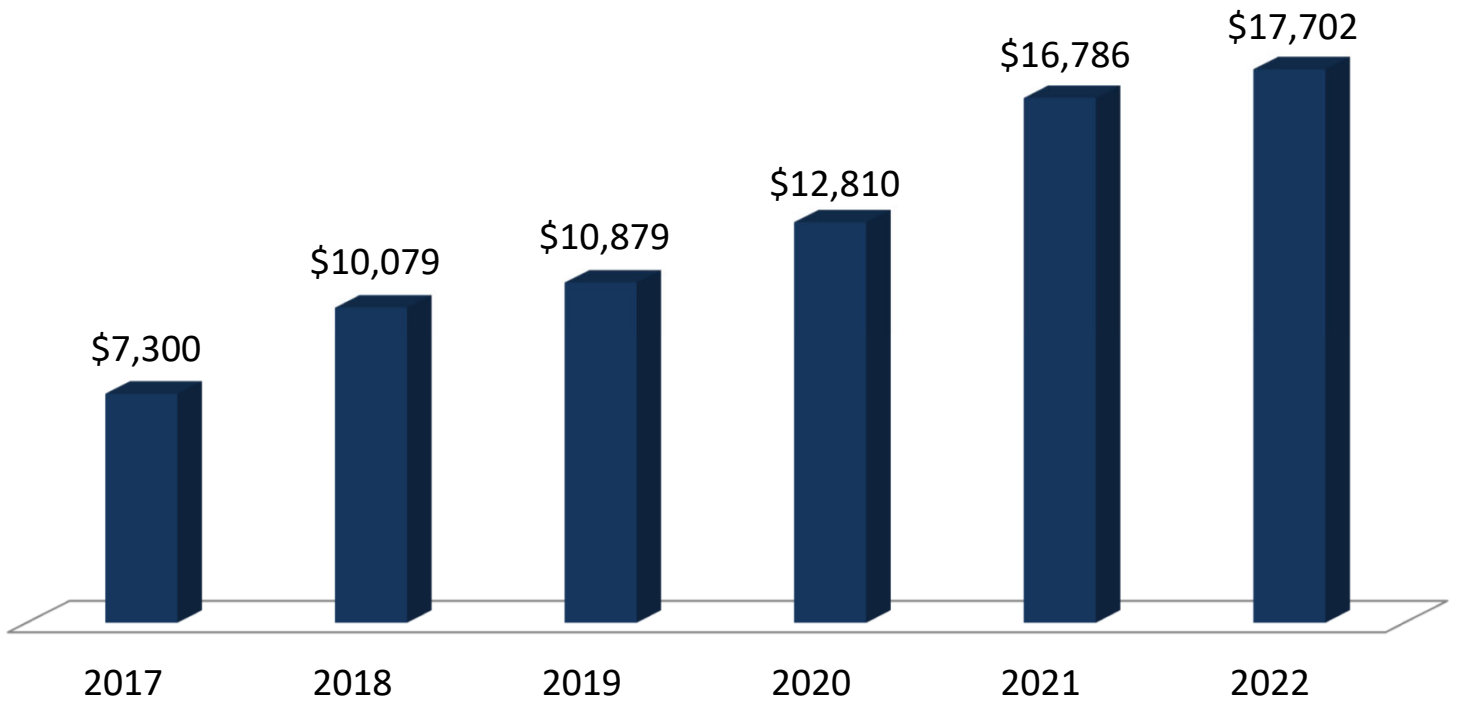
- Dave Lobach

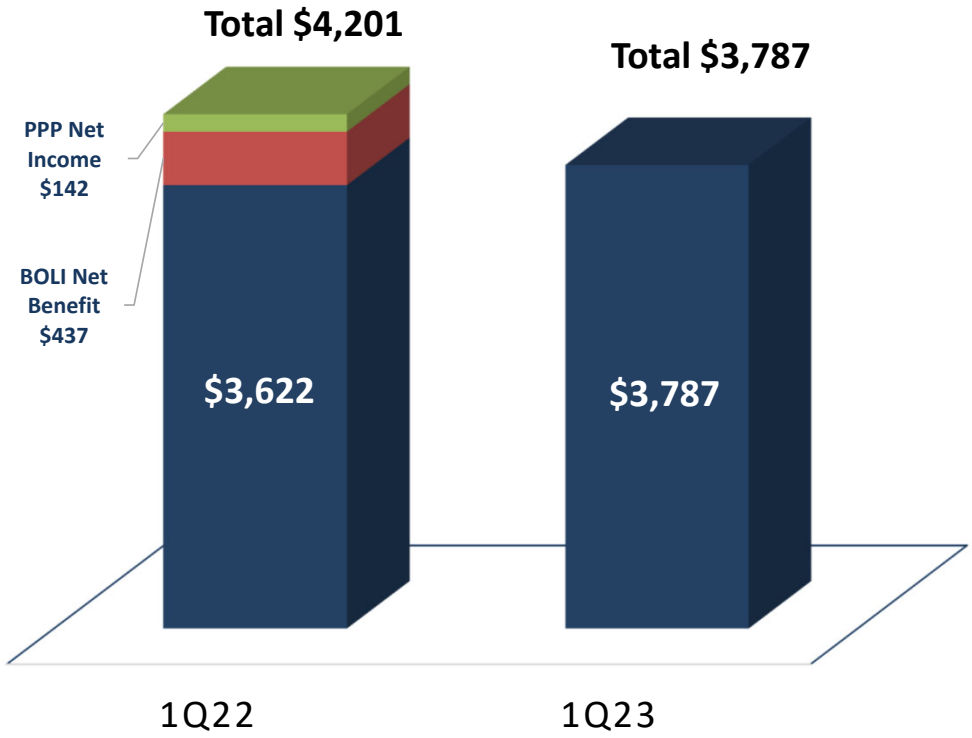
Performance Benchmark Data

	National Benchmark	PA Peer Group	Embassy Bank	Embassy Outperforms
Net Interest Margin (FTE)	3.41	3.26	2.88	✗
Net Overhead	1.85	1.77	1.37	✓
Cost of Funds	0.46	0.45	0.27	✓
Efficiency Ratio	62.91	63.31	51.38	✓
Nonperforming Assets to Total Assets	0.25	0.37	0.14	✓
Noncurrent Loans to Total Loans	0.24	0.38	0.02	✓
Return on Average Assets	1.01	1.00	1.09	✓
Return on Average Equity	11.25	11.49	19.60	✓

Figures based on Median Values a/o 12/31/22
Source: S&P Global Market Intelligence/Seifried & Brew, LLC
Benchmark: Stock banks across the U.S. with assets between $100M and $5B;
Peer Group: Banks headquartered in PA with assets between $100M and $5B

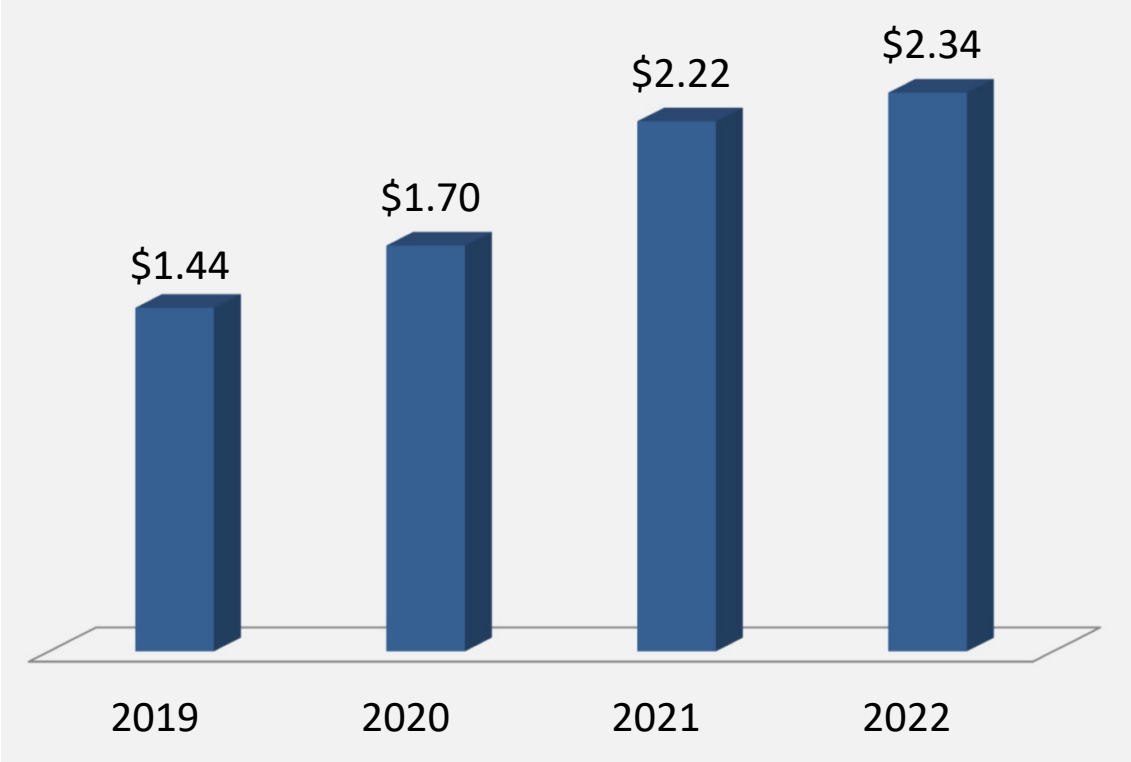
Record Net Income ($000's)





Net Income 1Q22 to 1Q23

($000's)



Diluted Earnings Per Share

Dividends Per Share

2019	$0.20
2020	$0.22
2021	$0.30
2022	$0.35

Book Value per Share

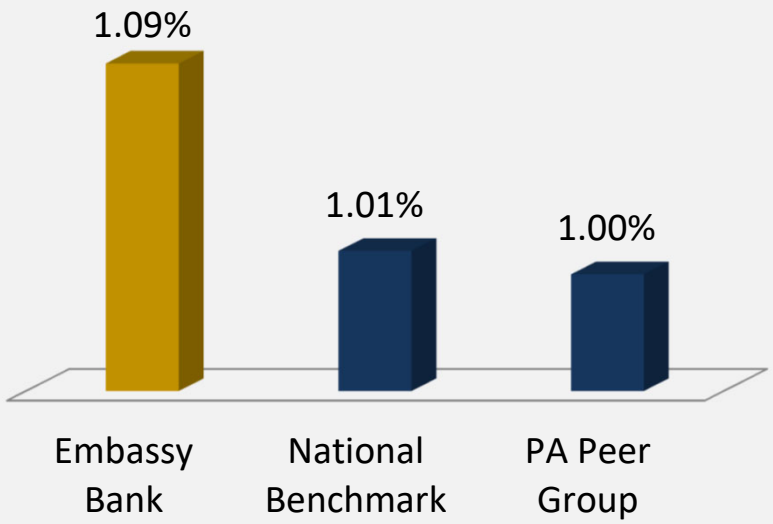
8.58%

Compounded Annual Growth Rate (2002-2022)

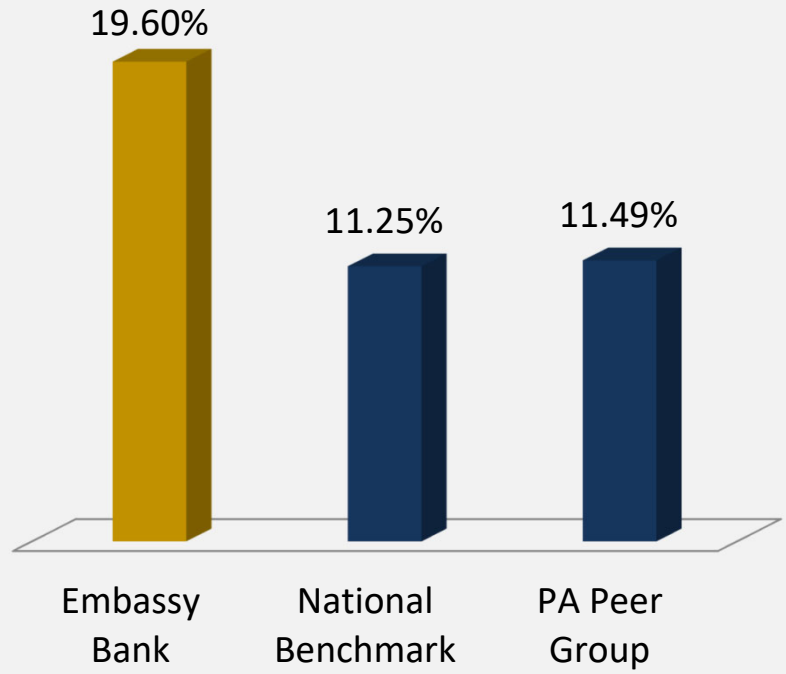
419.11%

Overall Growth Rate (2002-2022)

2022 Return on Average Assets



2022 Return on Average Shareholder Equity



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Benchmark: Stock banks across the U.S. with assets between $100M and $5B;
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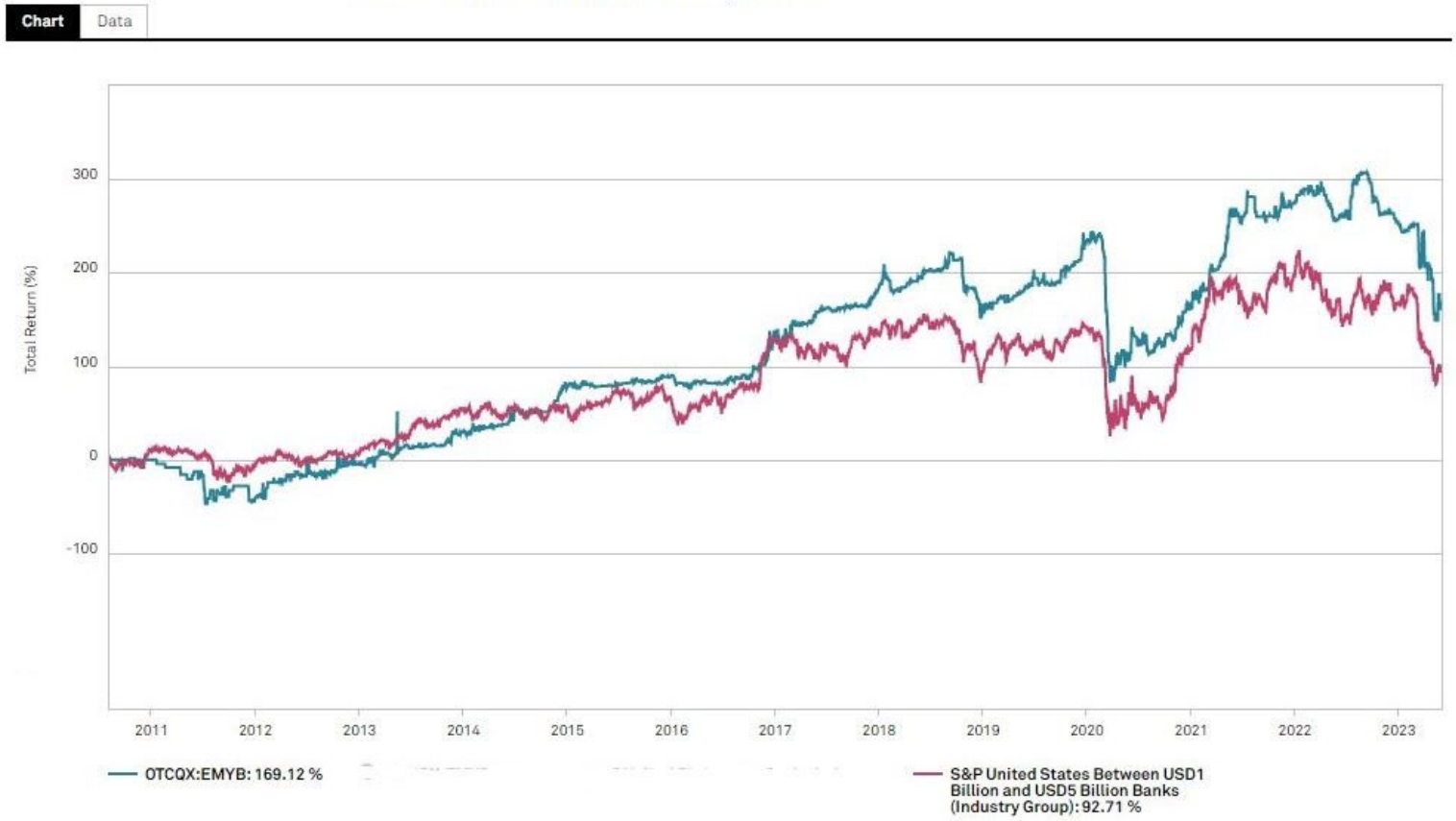
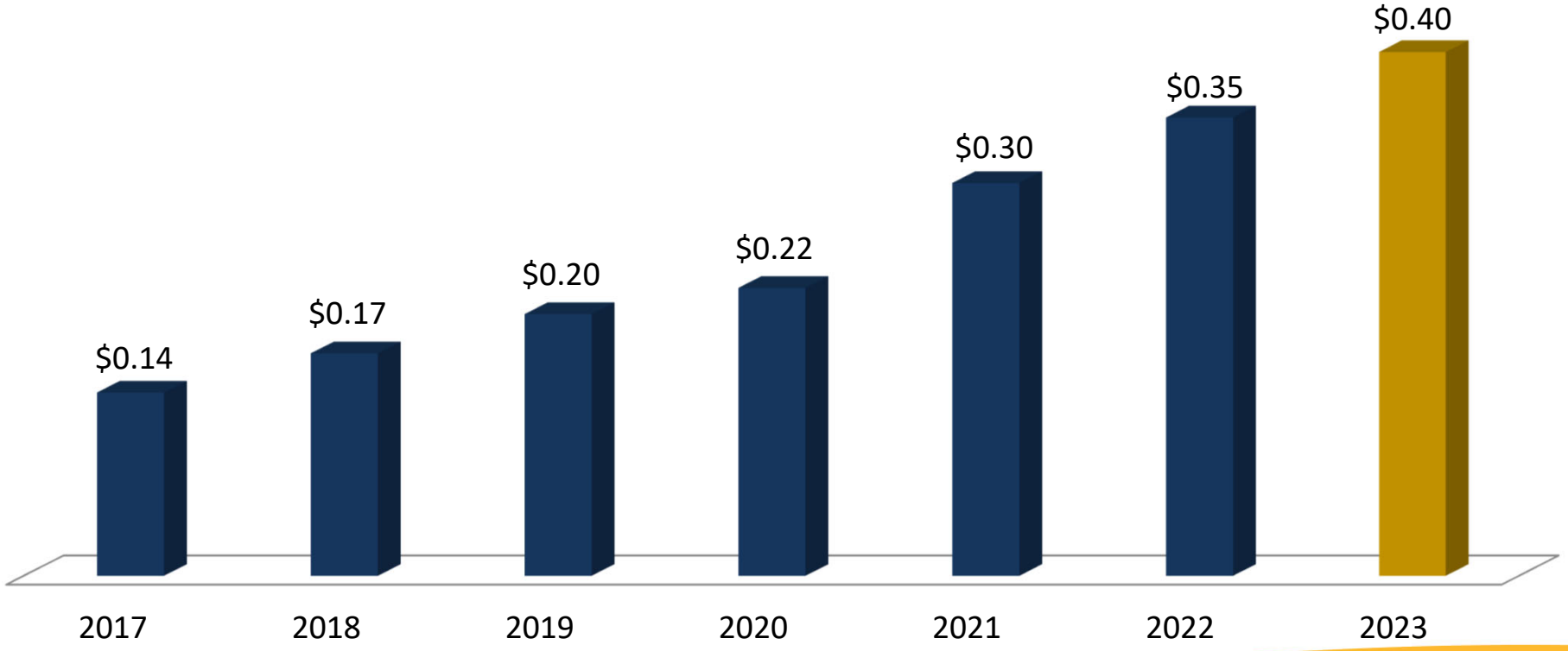
Embassy Bancorp, Inc. | STOCK CHART

OTCQX:EMYB (MI KEY: 4214573; SPCIQ KEY: 51546061)

Total Return Since First Public Trade on August 5, 2010
EMYB up 169.12%
S&P U.S. Banks $1 to $5 Billion up 92.71%



Annual Dividend Announcement



Embassy Bancorp
Shareholders of record as of 06/30/2023
Payable 07/14/2023

Closing Items

Q&A

Results of Voting

Conclusion of Meeting

Thank You From Our Board of Directors

