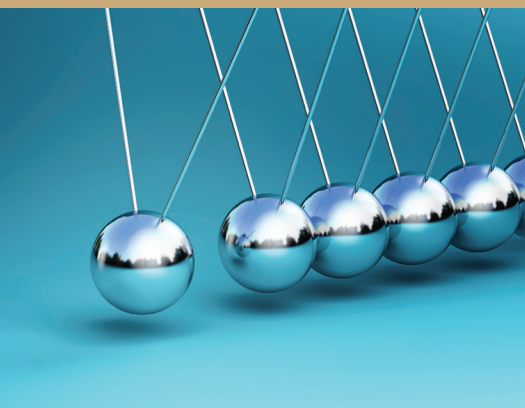


Milestones



“Our vision has always been to provide consistent, top-quality advice and service.”



Momentum Through Consistency

Despite the unprecedented economic and social turmoil of the past 18 months, The Victory bank has experienced remarkable and record-setting results.

Starting in a temporary trailer back in 2008, our vision has always been to provide consistent, top-quality advice and service. Over the years, you have come to rely on The Victory Bank for this consistency. It's as consistent as your morning coffee, as consistent as touching your pockets before you leave and quietly saying, "keys, wallet, cell phone...got it." It's as consistent as the time-honored traditions you hold dearly with those you love most.

Most people have experienced significant disruptions over the past year and a half; some would even describe these times as chaotic. Everywhere they turned, people were looking for some consistency in their lives. All through this, The Victory Bank has remained dedicated to you, helping you "Fulfill your visions and dreams" and serving as a pillar of stability for you and our communities.

We were proud to participate in the Small Business Administration's (SBA) Paycheck Protection Program (PPP). Between April 2020 and April 2021, the bank funded over \$100 Million in PPP loans for businesses in our region, thus protecting close to 11,000 jobs.



Joseph W. Major, Chairman and Bank Leader

In April of this year, The Victory Bank reached a significant growth milestone as it passed \$1 billion of total loans to businesses and individuals since opening. This remarkable trust the community has

continued

continued from page 1

given us serves as a reminder of our accomplishments. Virtually all of the deposits we take in as a bank are loaned out to the communities we serve, creating jobs and prosperity.

For the fifth consecutive year, we have been voted "Best Bank" in Montgomery County by Montco Happenings. Most recently, The Victory Bank was rated one of the Top 200 Community Banks in the country by the American Banker*.

Since August 2020, we have hired 14 new employees. Six Commercial Relationship Managers, three Personal Bankers, two Credit Analysts, one Relationship Assistant, one Executive Administrative Assistant, and one Customer Care Center Representative. The Customer Care Center is also new to our bank. It was established to provide superior customer service by delivering efficient and timely responses to all customers who call

or email us. Many of our existing employees have been promoted to higher positions within the bank. We are fortunate to retain and cultivate our team members, which, in turn, creates an organically cross-trained staff.

"This remarkable trust the community has given us serves as a reminder of our accomplishments."

We are pleased to announce the opening of our second Loan Office, located in Horsham, PA! We have assigned an experienced team to run this new office with the same extraordinary service and professional advice we are known for.

The Horsham area is a market we are familiar with, and our experienced team will have a noticeable presence in the community. You can read more about our new Horsham Loan Office in the following article.

As our world tries to move to 'normal' activities, we look forward to many more triumphs. We are grateful for the support and dedication from our clients and staff, who helped us achieve these milestones.

Sincerely yours,



Joseph W. Major
Chairman and Bank Leader

*Founded in 1836 and based in Manhattan, American Banker is a daily trade newspaper and website covering the financial services industry. Approximately 50 reporters and editors in six U.S. cities monitor developments and breaking news affecting banks.

#IGOTMYSHOT

Through our "IGOTMYSHOT" campaign, we raised \$2,200. Half was donated to the Pottstown Cluster of Religious Communities (PCRC). The other half was donated to the Share Food Program. We are proud to support these two very important charities.



L-R: Betsy Knott, Shelly Stockmal, Barbara Whilhelmy, Executive Director at PCRC.



L-R: Shelly Stockmal, Bill Vitiello, Patrick Druham, Director at Montco Hunger Solutions of the Food Share Program.

Profile

Troubleshooter Extraordinaire

Amanda Agudio



“It’s really rewarding to be able to help people.”

Every question that a Victory Bank customer brings to Amanda Agudio is never too small for her to jump in and assist in solving. Amanda, who started as a Customer Care Representative in April, is experienced in the service-based industry and understands the value and impact of providing one-on-one care in her work. With a medical background, she knows that treating others the way you would want your family to be treated is the first step in excellent customer Service.

“Victory Bank definitely puts the needs of its customers at the top of its priority list,” says Amanda. “It is really rewarding to be able to help people, especially when they’re having a hard time, and I can make it a little bit better for them.”

Answering calls and emails at The Victory Bank’s Limerick headquarters, she troubleshoots concerns like account access, address or phone number updates, ordering checks, transferring money, obtaining forms, and more.

“I feel like people are more willing to do business with a company that they feel is actually listening to their

needs,” says Amanda, who considers being a people person a vital tool in her toolbox. “When you’re doing a person-to-person interface, as opposed to everything’s automated, I think people really respond to that and prefer it. It definitely paints a better picture of the institution.”

As a new employee, Amanda recognizes that The Victory Bank also commits to their team with the same supportive mindset. Through her training, she appreciates the guidance she has received, especially from her supervisor, Betsy Knott, Branch and Customer Care Center Manager.

“I really like the family atmosphere and the culture of the bank. It’s impressive how the employees are treated and valued. It’s better than any other place where I’ve ever worked,” says Amanda.

Victory Bank's New Horsham



*Steen Woodland – Senior Vice President,
Team Leader – Horsham*

Victory Bank is a state-chartered Pennsylvania bank started in 2008 and headquartered in Limerick, PA. Owned and managed by local shareholders, the founders work unceasingly to hire and create a team of better bankers. We look for people with exceptional skills who care about doing a high-quality job for their clients and communities.

For Steen Woodland, Senior Vice President, Team Leader of the new Horsham location, banking is all about integrity.

"Victory Bank is very different – and that is why I joined them seven years ago," shares Steen. "I've worked in the

industry for over 40 years – and this, by far, is an organization that is about the customer and not run by a script."

Woodland continues, "Our mission statement and purpose – to operate with respect, candor, credibility, accountability, and efficiency to fulfill our client's vision and dreams – is how I have always cultivated my business relationships. This new office will continue to uphold these values. We want to help our clients reach their short- and long-term goals. We care."

Commercial Portfolio Manager, Rosalia Hoffman, agrees. "This expansion will allow Victory Bank to serve more people. We not only provide financial support and guidance to our clients, but our employees support the community through contributions and involvement in community events. We thrive off of giving. It keeps us grounded, and that leans into our success."

Steen says the time is right to expand into this portion of Montgomery and Bucks Counties. "We started to take on new customers in this area and realized

a lot was happening here – and we were the bank designed to fill that need."

Steen believes that local smaller banks have more to offer their clients

and are more personable and flexible.

"You have the opportunity to be more productive in supporting customer growth and finding ways to do things for them – instead of not. We may not always say yes, but



Rosalia Hoffman



Jeremy Bucci

we will help our clients find the right fit for them."

"We're not like the big guys," says Jeremy Bucci, Commercial Relationship Manager. "We are a nice, small, personal bank. We provide individual attention and quick responses you won't get from bigger organizations."

Location

The Horsham office will operate as a loan production office – no retail will take place at this location. Victory Bank and the team will serve small to mid-sized businesses looking to grow and expand.

“This is an organization that is about the customer and not run by a script.”

Hoffman, who has been with the bank for close to three years, finds it interesting that the bank started during the financial crisis in 2008 and is now expanding during another crisis. “I believe,” says Rosalia, “this is a testament to Victory Bank’s ability to pivot and serve those in our community.”

Steen, Rosalia, Jeremy, and the other team members at the Horsham office are looking forward to being involved in the surrounding community and helping business owners in the Horsham area make their dreams and visions come to life. We are here to help you grow.



Profile

Gaining Experience for Growth

Allison Davis



*“I knew
Victory Bank
would be a good
environment in
which to work.”*

For Allison Davis, Relationship Assistant at the Horsham location, it seems that working for a bank was written into her DNA. Both her mom and sister have positions with banks. Her sister, Danielle Millar, also works at Victory Bank and is the one who encouraged her to interview for the position.

“I watched how my sister had been treated by her employer,” shares Allison. “I knew Victory Bank would be a good environment in which to work.”

Since starting with the Bank, Allison has been processing loan requests, pulling credit reports, handling renewals, and file processing. She is very eager to learn to support portfolio managers with their work. “I am gaining experience, and my interest in having a strong understanding and growing with the organization is deep.”

Allison is enjoying the friendly, personable environment of Victory Bank. “This is not a boring job. Victory Bank really cares about its customers and employees. I am learning so much.”

When not at work, Allison, who lives in Doylestown, likes to be creative and enjoys arts and crafts, music, and movies.

Profile

Advocate for Women in the Workplace

Dana Crouse



“Liking the people you work with is key.”

Business development is what Dana Crouse, Vice President, Commercial Relationship Manager, does best.

Her first full-time job, while still in high school, was in sales. Through that work, she learned how to build relationships – the foundation on which her career has been based.

After ten years of working in sales, Dana decided it was time for a change. Her career in banking started with a large banking company where she learned all she could about lending, accounting, credit, business banking, and commercial lending. She also completed Omega Training while at this bank.

Fast forward another ten years. Dana’s experience and reputation as Relationship Manager at two other banks brought her to the attention of senior management at Victory Bank. She came on board in March 2021 as part of the team that would open the new Horsham location.

“I had heard good things about Victory Bank,” shares Dana. “Once I started interviewing, I realized this organization was filled with genuine, friendly, happy people. Liking the people you work with is key – and I am ready to help Victory Bank expand and grow.”

Dana sees a lot of potential in the expansion to the new Horsham location.

“I’ve been working in the lucrative Montgomery County market for my entire career. This area is untouched by the smaller banks – and so many businesses are ready to work with a bank like Victory Bank.”

Dana is an advocate for women in the workplace. She was one of the founders of Key 4 Women, an organization supporting women business owners’ financial progress and empowerment. She is also a member of the Alliance for Women Entrepreneurs (AWE), which identifies companies with the potential to scale and helps them grow.

Dana resides in Lansdale with her three young adult children. She enjoys traveling, antiques, and crocheting baby blankets for friends’ grandbabies when not working or networking.

She is looking forward to interacting with clients and supporting the dreams of business owners in Montgomery and Bucks counties.

Profile

Diving Deeper into Relationships

Jennifer Yoo



“This is a very friendly, supportive environment.”

“Deep-diving” is what Jennifer Yoo calls the research she does when learning about the business and background of her clients.

In her position as Commercial Relationship Manager, Vice President, Jennifer is excited about the prospect of diving deeper into the relationships she wants to establish with the clients she brings to Victory Bank.

“I like the research part of my job, learning about different businesses and industries,” shares Jennifer. “I gather information to help make the right lending decisions in support of my clients, but I also gain indirect knowledge that I can apply to other clients and areas of my life.”

Jennifer moved from South Korea to Los Angeles during her high school years. At UCLA, she majored in math, then became an insurance underwriter. For several years she worked for a transportation company.

In 2010 she married and moved to Pennsylvania. For ten years, she held a position as a commercial lender and has strong knowledge of lending regulations and business development. Several of Jennifer’s clients have already come to Victory Bank to continue to work with her.

Soon after starting with Victory, Jennifer had the opportunity to visit the different sites considered for the physical location of the new office.

“It was an honor to be asked for my opinion so early in my time with the bank. I feel my opinion mattered – and I want to share that same feeling of belonging with the clients I introduce to Victory Bank. This is a very friendly, supportive environment.”

Jennifer and her husband reside in Elkins Park. They like to travel and have been to Asia, Africa, and Europe. Jennifer loves Italy and can’t wait to return. Similar to how she dives into the research for work, Jennifer enjoys learning about other cultures and lifestyles.

Just as eagerly, Jennifer looks forward to sharing experiences and Victory Bank with her new clients.

Profile

Developing Long-Term Relationships

Michael Aquaro



“Consumer and commercial customers will like our story and how we operate.”

When Michael Aquaro started with Victory Bank in November 2020 – right in the middle of the pandemic – he wasn’t sure what to expect. Outside of a couple of weeks of training in the Limerick office, the work from home restrictions wouldn’t allow the usual face-to-face contact with his colleagues.

Michael’s concerns quickly dissipated. “The outstanding support from the staff and the immeasurable resources available to me has made this a great experience,” shares Michael. “I am enjoying the interaction and the work. It is going a lot smoother than I thought it might.”

His position as Commercial Relationship Manager, Vice President, is one to which he brings more than 25 years of experience. After graduating from Eastern State College, Michael started in the industry as a trainee, working his way to a bank manager and eventually into commercial lending. Most of his roles have been at regional banks. He likes the presence that local banks maintain.

“Victory Bank is the right size. There is flexibility and nimbleness to be able to support and give back to the community. This type of bank helps to establish one as a real banker –

one who cares about our hometown and the people who live and work here.”

Michael sees Victory Bank’s expansion into the Horsham market as one of opportunity. “The lending market in the area is fertile and is looking for a bank that fits Victory’s profile. Consumer and commercial customers will like our story and how we operate.”

Michael lives in Furlong, a small community near Doylestown, with his wife Sharon, daughter Kristen, and son Adam. When not playing adult league softball or golf, he enjoys following Adam’s high school baseball games and other sports.

He is happy to be working in the new Horsham office, getting to know his co-workers, and developing long-term relationships with new clients.

The Victory Bank Timeline



Joe Major envisions
The Victory Bank.

2001-2005



The Victory Bank is formed.
Statement of Purpose is written.

2006



\$10 million capital raised.
FDIC approval.

2007



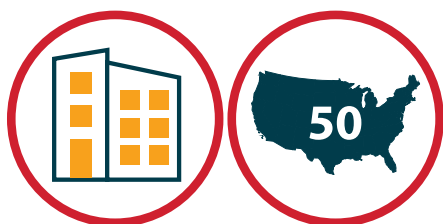
Deposits reach \$100 million.
Assets exceed \$100 million.

2011



Graded an A from BankingGrades.
Grew to 27 employees.

2012



Wyomissing Loan Office open.
Ranked top 50 of loan producers
in the country.

2013



Half a Billion loaned to local
communities. Named "Medium
Sized Business" of the year.

2017



Victory goes public with OTC.
New tagline
"Fulfill Your Dreams" is introduced.

2018



Grew to 45 employees.
Over 2,000 volunteer hours to
local charities by our employees.

2019



Ground breaking.
Limerick headquarters opens.

2008



Grand opening celebration.
Website launches.
Facebook page.

2009



Bank reaches
\$85 million in deposits.
Grew to 20 employees.

2010



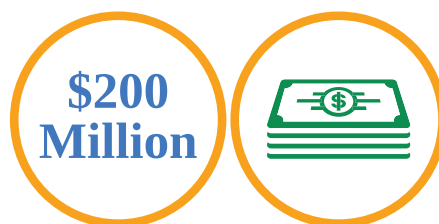
Grew to 38 employees.
Bank reaches
\$176 million in assets.

2014



The Victory Bank begins offering
residential mortgages.

2015



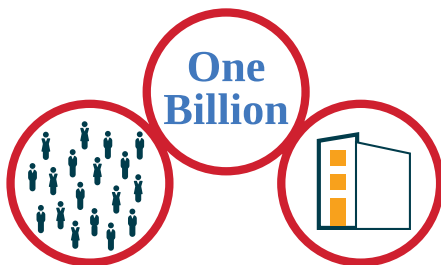
Assets grow to over \$200 million.
Deposits reach \$155 million.

2016



New website launches.
Over \$60 million in PPP
loans to local businesses.

2020



\$1 BILLION loaned since inception.
Grows to 57 employees.
Opens new Loan Office in Horsham.

2021



What does the future hold?

2022



Victory Bank
548 N. Lewis Rd.
Limerick, PA 19468

Presort Standard
U.S. Postage
PAID
Boyertown, PA
Permit #10005

610-948-9000 | VictoryBank.com



Member FDIC



**Thank You for Voting Us the
Best Bank in Montgomery County
FIVE Years in a Row!**

