## PCB BANCORP

Earnings Results

## Fourth Quarter 2021

## January 27, 2022

## Safe Harbor Statement

This presentation (and oral statements made regarding the subject of this presentation) contains certain "forwardlooking statements" that are based on various facts and derived utilizing numerous important assumptions and are subject to known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements include information about our future financial performance, business and growth strategy, projected plans and objectives, as well as projections of macroeconomic and industry trends, which are inherently unreliable due to the multiple factors that impact economic trends, and any such variations may be material. Statements preceded by, followed by or that otherwise include the words "believes," "expects," "anticipates," "intends," "projects," "estimates," "plans" and similar expressions or future or conditional verbs such as "will," "should," "would," "may" and "could" are generally forward-looking in nature and not historical facts, although not all forward-looking statements include the foregoing. Forward-looking statements are based on management's current expectations and involve risks and uncertainties that could cause actual results to differ materially from the Company's historical results or those described in our forward-looking statements. PCB Bancorp disclaims any obligation to update any forward-looking statement.

This presentation contains certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of non-GAAP financial measures to GAAP financial measures are provided at the end of this presentation. Numbers in the presentation may not sum due to rounding.

## Introduction

## Franchise Footprint



## Equity Information

As of January 25, 2021

| Ticker | PCB |
| :--- | :--- |
| Market Cap | $\$ 341.2$ million |
| Price Per Share | $\$ 22.94$ |
| 52 Week Range | $\$ 11.21-\$ 24.58$ |
| Dividend Yield (Dividend Payout Ratio) | $2.62 \%(16.54 \% 1$ Q21-4Q21) |
| Number of Shares | $14,873,725$ |

## Stock Repurchase

Announced on April 8, 2021 a repurchase program for the repurchase of up to $5 \%$ of outstanding stock, which represented 775,000 shares, through September 7, 2021. Repurchased and retired 680,269 shares of common stock under this program.

Historical Quarterly Cash Dividend Per Share


## Historical Performance






## Historical Performance






## COVID-19 Update

## As of December 31, 2021

- SBA PPP Loans
- 354 loans with aggregated carrying value of $\$ 65.3$ million
- Forgiveness: 2,438 loans for $\$ 181.8$ million
- Loan Modification Related to COVID-19
- No outstanding modifications since September 30, 2021
- Allowance for Loan Losses
- Established $1.29 \%$ of loans held-for-investment $\left(1.34 \%^{(1)}\right.$ excluding SBA PPP loans)
- Liquidity
- Maintained cash and cash equivalents of $\$ 203.3$ million, or $9.5 \%$ of total assets
- Maintained available borrowing capacity of $\$ 610.4$ million, or $28.4 \%$ of total assets
- Capital
- Bank's Tier 1 leverage capital ratio of $11.85 \%$ and CET 1 capital ratio of $14.48 \%$
(1) This adjusted allowance to HFI Loans ratio excludes SBA PPP loans and is not presented in accordance


## Recent Financial Performance

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## 4Q21 Highlights

| (\$ in thousands except per share data) | As of or For the Quarter Ended |  |  |  |  |  | $\bigcirc$ | Recorded a reversal for loan losses of $\$ 1.5$ million in 4Q21 primarily due to |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 12/31/21 |  | 09/30/21 |  | 12/31/20 |  |  |  |
| Income Statement Summary: |  |  |  |  |  |  |  | a decrease in qualitative adjustment |
| Interest Income | \$ | 20,995 | \$ | 21,168 | \$ | 19,508 |  | factor allocations related to economic |
| Interest Expense |  | 900 |  | 941 |  | 2,101 |  | implications of the COVID-19 |
| Net Interest Income |  | 20,095 |  | 20,227 |  | 17,407 |  | pandemic |
| Noninterest Income |  | 4,838 |  | 5,588 |  | 4,524 |  |  |
| Noninterest Expense |  | 11,168 |  | 11,232 |  | 11,550 | $\bigcirc$ | Allowance for loan losses to HFI loans |
| Provision for Loan Losses |  | $(1,462)$ |  | $(1,053)$ |  | 2,142 |  | ratio was 1.29\% at 12/31/21 |
| Pretax Income |  | 15,227 |  | 15,636 |  | 8,239 |  | compared with 1.39\% at 09/30/21 |
| Income Tax Expense |  | 4,551 |  | 4,613 |  | 2,452 |  | Excluding PPP loans, the ratio ${ }^{(2)}$ was |
| Net Income |  | 10,676 |  | 11,023 |  | 5,787 |  | $1.34 \%$ and $1.48 \%$ at 12/31/21 and |
| Diluted Earnings Per Share ("EPS") | \$ | 0.70 | \$ | 0.73 | \$ | 0.38 |  | 09/30/21, respectively |
| Selected Balance Sheet Items: |  |  |  |  |  |  | $\bigcirc$ | Declared cash dividend of $\$ 0.12$ per share in 4Q21 |
| Loans held-for-investment ("HFI") | \$ | 1,732,205 | \$ | 1,707,878 | \$ | 1,583,578 |  |  |
| Loans held-for-sale ("HFS") |  | 37,026 |  | 29,020 |  | 1,979 | $\bigcirc$ | SBA PPP loans totaled \$65.3 million |
| Total Deposits |  | 1,867,134 |  | 1,832,666 |  | 1,594,851 |  | (354 loans), net of deferred fees and |
| Total Assets |  | 2,149,735 |  | 2,104,699 |  | 1,922,853 |  | costs |
| Shareholders' Equity |  | 256,286 |  | 247,598 |  | 233,788 | $\bigcirc$ | No loans with modifications related to the COVID-19 pandemic |
| Key Metrics: |  |  |  |  |  |  |  |  |
| Book Value ("BV") Per Share | \$ | 17.24 | \$ | 16.68 | \$ | 15.19 | $\bigcirc$ | Purchased bank-owned life insurance |
| Return on Average Assets ("ROAA") ${ }^{(1)}$ |  | 2.01\% |  | 2.11\% |  | 1.19\% |  | of \$29.3 million |
| Return on Average Equity ("ROAE") ${ }^{(1)}$ |  | 16.84\% |  | 17.98\% |  | 9.92\% |  |  |
| Net Interest Margin ("NIM") |  | 3.87\% |  | 3.93\% |  | 3.64\% |  |  |
| Efficiency Ratio |  | 44.79\% |  | 43.51\% |  | 52.67\% |  |  |

[^0]
## Loan Overview


(1) Per regulatory definitions in the Commercial Real Estate ("CRE") Concentration Guidance

## Loan Interest Rate Mix




(1) Total commitment basis
(2) Excluding SBA PPP Ioans

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## Loan Yield Analysis

Loan Repricing Schedule as of December 31, 2021

| (\$ in thousands) | HFI Loans, Excl. SBA PPP |  |  | SBA PPP Loans |  |  | HFS Loans |  |  | Total Loans ${ }^{(2)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Carrying Value | Rate ${ }^{(1)}$ |  | Carrying Value | Rate (1) |  | Carrying Value | Rate (1) |  | Carrying Value | Rate (1) |
| Less Than 3 Months | \$ | 668,969 | 3.94\% | \$ | 0 |  | \$ | 37,026 | 4.45\% | \$ | 705,995 | 3.97\% |
| 3 to 12 Months |  | 60,455 | 3.99\% |  | 5,158 | 1.00\% |  | 0 |  |  | 65,613 | 3.75\% |
| 1 to 3 Years |  | 318,234 | 4.93\% |  | 0 |  |  | 0 |  |  | 318,234 | 4.93\% |
| 3 to 5 Years |  | 550,322 | 3.96\% |  | 60,171 | 1.00\% |  | 0 |  |  | 610,493 | 3.67\% |
| More than 5 Years |  | 68,896 | 3.90\% |  | 0 |  |  | 0 |  |  | 68,896 | 3.90\% |
| Total | \$ | 1,666,876 | 4.14\% | \$ | 65,329 | 1.00\% | \$ | 37,026 | 4.45\% | \$ | 1,769,231 | 4.03\% |

Breakout of Interest and Fee Income on Loans

| (\$ in thousands) | Total Loans ${ }^{(2)}$, Excl. SBA PPP |  |  | SBA PPP Loans |  |  | Total Loans ${ }^{(2)}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | Yield |  | mount | Yield |  | Amount | Yield |
| 4Q21 |  |  |  |  |  |  |  |  |  |
| Average Carrying Value | \$ | 1,672,238 |  | \$ | 86,183 |  | \$ | 1,758,421 |  |
| Interest on Loans | \$ | 17,895 | 4.25\% | \$ | 219 | 1.01\% | \$ | 18,114 | 4.09\% |
| Fee (Cost) |  | 30 | 0.01\% |  | 1,320 | 6.08\% |  | 1,350 | 0.30\% |
| Prepayment Penalty \& Late Charges |  | 84 | 0.02\% |  | 0 |  |  | 84 | 0.02\% |
| Discount (Premium) |  | 815 | 0.19\% |  | 0 |  |  | 815 | 0.18\% |
| Total Interest \& Fees | \$ | 18,823 | 4.47\% | \$ | 1,540 | 7.09\% | \$ | 20,363 | 4.59\% |
| YTD 2021 |  |  |  |  |  |  |  |  |  |
| Average Carrying Value | \$ | 1,552,030 |  | \$ | 150,043 |  | \$ | 1,702,073 |  |
| Interest on Loans | \$ | 68,034 | 4.38\% |  | 1,521 | 1.01\% |  | 69,555 | 4.09\% |
| Fee (Cost) |  | 216 | 0.01\% |  | 5,380 | 3.59\% |  | 5,596 | 0.33\% |
| Prepayment Penalty \& Late Charges |  | 500 | 0.03\% |  | 0 |  |  | 500 | 0.03\% |
| Discount (Premium) |  | 3,504 | 0.23\% |  | 0 |  |  | 3,504 | 0.21\% |
| Total Interest \& Fees | \$ | 72,254 | 4.66\% | \$ | 6,901 | 4.60\% | \$ | 79,155 | 4.65\% |

[^1]
## SBA PPP Loans

Summary of SBA PPP loans as of December 31, 2021:

| (\$ in thousands) | \# of Loans | Carrying Value |  | Unpaid Principal Balance ("UPB") |  |  |  | Remaining |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 2-Year Maturity |  | 5-Year Maturity |  | Deferred Fee |  |
| Funded in 2020 |  |  |  |  |  |  |  |  |  |
| \$50K or Under | 10 | \$ | 344 | \$ | 282 | \$ | 67 | \$ | 5 |
| Between \$50K and \$150K | 10 |  | 846 |  | 761 |  | 96 |  | 11 |
| Between \$150K and \$350K | 4 |  | 696 |  | 545 |  | 155 |  | 4 |
| Between \$350K and \$2MM | 1 |  | 398 |  | 397 |  | 0 |  | 1 |
| \$2MM or More | 1 |  | 3,185 |  | 3,187 |  | 0 |  | 1 |
| Total | 26 | \$ | 5,469 | \$ | 5,172 | \$ | 318 | \$ | 22 |
| Funded in 2021 |  |  |  |  |  |  |  |  |  |
| \$50K or Under | 135 | \$ | 2,571 | \$ | 0 | \$ | 2,725 | \$ | 154 |
| Between \$50K and \$150K | 55 |  | 4,862 |  | 0 |  | 4,998 |  | 135 |
| Between \$150K and \$350K | 87 |  | 19,013 |  | 0 |  | 19,591 |  | 578 |
| Between \$350K and \$2MM | 51 |  | 33,414 |  | 0 |  | 34,035 |  | 621 |
| \$2MM or More | 0 |  | 0 |  | 0 |  | 0 |  | 0 |
| Total | 328 | \$ | 59,860 | \$ | 0 | \$ | 61,349 | \$ | 1,488 |

## Loan Modification

## From December 31, 2020 to September 30, $2021{ }^{(1)}$

Migration of loans with modifications related to the COVID-19 pandemic:

| (\$ in thousands) | Dec-20 |  | Early Termination |  |  | Expired | Re- <br> Modification |  | New Modification |  | Modification Type Change |  | Amortization |  | Sep-21 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial property |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Payment deferment ${ }^{(2)}$ | \$ | 9,688 | \$ | 0 |  | $(8,983)$ |  | 8,983 | \$ | 0 |  | $(8,983)$ |  | (705) | \$ | 0 |
| Interest only payment |  | 14,444 |  | 0 |  | $(24,960)$ |  | 2,846 |  | 0 |  | 8,983 |  | $(1,313)$ |  | 0 |
| SBA property |  | 4,192 |  | $(2,576)$ |  | $(1,627)$ |  | 0 |  | 0 |  | 0 |  | 11 |  | 0 |
| Commercial term |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Payment deferment ${ }^{(1)}$ |  | 2,462 |  | 0 |  | $(2,461)$ |  | 2,461 |  | 0 |  | $(2,461)$ |  | (1) |  | 0 |
| Interest only payment |  | 3,065 |  | 0 |  | $(5,869)$ |  | 417 |  | 0 |  | 2,461 |  | (74) |  | 0 |
| SBA commercial term |  | 1,841 |  | $(1,338)$ |  | (513) |  | 0 |  | 0 |  | 0 |  | 10 |  | 0 |
| Residential property |  | 425 |  | 0 |  | $(1,100)$ |  | 328 |  | 349 |  | 0 |  | (2) |  | 0 |
| Total | \$ | 36,117 | \$ | $(3,914)$ | \$ | $(45,513)$ | \$ | 15,035 | \$ | 349 | \$ | 0 | \$ | $(2,074)$ | \$ | 0 |


| HFI loans | 1,583,578 |
| :---: | :---: |
| SBA PPP loans | 135,654 |
| HFI loans, excluding SBA PPP loans | \$ 1,447,826 |
| Total modified loans to HFI loans, excluding SBA PPP loans | 2.5\% |

[^2]
## Loan Concentration

Real Estate Loans - Commercial By Property Type as of December 31, 2021

| (\$ in thousands) | Carrying Value |  | \% to Total | $L^{\text {TV }}{ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: |
| Industrial | \$ | 265,875 | 21.5\% | 51.4\% |
| Retail (More Than 50\%) |  | 216,450 | 17.4\% | 49.8\% |
| Mixed Use |  | 144,281 | 11.6\% | 48.2\% |
| Gas Station |  | 80,912 | 6.5\% | 55.0\% |
| Motel / Hotel |  | 81,059 | 6.5\% | 50.3\% |
| Office |  | 78,839 | 6.3\% | 54.7\% |
| Apartments |  | 75,753 | 6.1\% | 49.0\% |
| Medical |  | 63,311 | 5.1\% | 51.3\% |
| Auto (Sales, Repair, etc.) |  | 42,042 | 3.4\% | 58.0\% |
| Car Wash |  | 39,209 | 3.2\% | 56.4\% |
| Golf Course |  | 28,657 | 2.3\% | 48.1\% |
| Spa, Sauna, \& Other Self-Care |  | 26,617 | 2.1\% | 55.3\% |
| Condominium - Commercial |  | 17,939 | 1.4\% | 50.1\% |
| Church |  | 17,803 | 1.4\% | 47.4\% |
| Supermarket |  | 8,920 | 0.7\% | 63.1\% |
| Construction |  | 8,252 | 0.7\% | 50.6\% |
| Others |  | 47,837 | 3.8\% | 48.8\% |
| Total | \$ | 1,243,756 | 100.0\% | 51.3\% |

Real Estate Loans - Residential as of December 31, 2021

| (\$ in thousands) | Carrying Value | LTV ${ }^{(1)}$ |  |
| :--- | :--- | :--- | :--- |
| Residential Property | $\$$ | 209,485 | $57.6 \%$ |

## Loan Concentration

Commercial and Industrial Loans - By Industry Type as of December 31, 2021

| (\$ in thousands) | Total, Excluding SBA PPP Loans |  |  | SBA PPP Loans |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value |  | \% to Total | Carrying Value |  | \% to Total |
| General Manufacturing \& Wholesale Trade | \$ | 71,469 | 37.3\% | \$ | 16,763 | 25.7\% |
| Food Services |  | 26,085 | 13.6\% |  | 21,749 | 33.3\% |
| Retail Trade |  | 23,739 | 12.4\% |  | 4,518 | 6.9\% |
| Real Estate Related |  | 20,768 | 10.8\% |  | 3,456 | 5.3\% |
| Professional, Scientific, \& Technical Services |  | 15,540 | 8.1\% |  | 2,779 | 4.3\% |
| Other Services |  | 7,717 | 4.0\% |  | 5,366 | 8.2\% |
| Transportation \& Warehousing |  | 6,636 | 3.5\% |  | 2,277 | 3.5\% |
| Health Care \& Social Assistance |  | 5,470 | 2.8\% |  | 741 | 1.1\% |
| Finance \& Insurance |  | 5,406 | 2.8\% |  | 1,247 | 1.9\% |
| Entertainment \& Recreation |  | 5,058 | 2.6\% |  | 1,070 | 1.6\% |
| All Other |  | 4,126 | 2.1\% |  | 5,363 | 8.2\% |
| Total | \$ | 192,014 | 100.0\% | \$ | 65,329 | 100.0\% |

## Loan Concentration

Geographic Concentration as of December 31, 2021

| (\$ in thousands) | Real Estate - Commercial |  |  | Real Estate - Residential |  |  | Commercial \& Industrial, Excluding SBA PPP |  |  | SBA PPP |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Carrying Value | \% to Total |  | arrying Value | \% to Total |  | Carrying Value | \% to Total |  | rrying Value | \% to Total |
| California | \$ | 1,017,156 | 81.7\% | \$ | 207,470 | 99.0\% | \$ | 160,405 | 83.5\% | \$ | 50,275 | 76.9\% |
| Texas |  | 56,347 | 4.5\% |  | 0 |  |  | 1,004 | 0.5\% |  | 996 | 1.5\% |
| New Jersey |  | 36,863 | 3.0\% |  | 2,015 | 1.0\% |  | 14,448 | 7.5\% |  | 3,907 | 6.0\% |
| New York |  | 44,366 | 3.6\% |  | 0 |  |  | 6,572 | 3.4\% |  | 4,714 | 7.2\% |
| Washington |  | 37,272 | 3.0\% |  | 0 |  |  | 2,668 | 1.4\% |  | 149 | 0.2\% |
| Nevada |  | 17,275 | 1.4\% |  | 0 |  |  | 813 | 0.4\% |  | 2,039 | 3.1\% |
| Georgia |  | 4,378 | 0.4\% |  | 0 |  |  | 807 | 0.4\% |  | 1,987 | 3.0\% |
| Illinois |  | 5,826 | 0.5\% |  | 0 |  |  | 1,124 | 0.6\% |  | 0 | 0.0\% |
| Colorado |  | 4,212 | 0.3\% |  | 0 |  |  | 658 | 0.3\% |  | 23 | 0.1\% |
| Virginia |  | 3,284 | 0.3\% |  | 0 |  |  | 117 | 0.1\% |  | 0 | 0.0\% |
| Maryland |  | 2,004 | 0.2\% |  | 0 |  |  | 1,122 | 0.6\% |  | 26 | 0.1\% |
| Oregon |  | 2,364 | 0.2\% |  | 0 |  |  | 118 | 0.1\% |  | 393 | 0.6\% |
| Pennsylvania |  | 2,732 | 0.2\% |  | 0 |  |  | 17 | 0.1\% |  | 0 | 0.0\% |
| Other States |  | 9,677 | 0.7\% |  | 0 |  |  | 2,141 | 1.1\% |  | 820 | 1.3\% |
| Total | \$ | 1,243,756 | 100.0\% | \$ | 209,485 | 100.0\% | \$ | 192,014 | 100.0\% | \$ | 65,329 | 100.0\% |

## Credit Quality





(1) Allowance for Loan Losses
(2) This adjusted allowance to HFI Loans ratio excludes SBA PPP loans and is not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of this measure to its most comparable GAAP measures.

## Credit Quality vs. Peers ${ }^{(1)}$

NPAs / (Total Loans + OREO) ${ }^{(2)}$
December 31, 2021
Peer Data as of September 30, 2021
0.83\%


Classified Assets to Total Assets ${ }^{(3)}$
December 31, 2021
Peer Data as of September 30, 2021

(1) Korean-American banks operating in Southern California
(2) Source: UBPR
(3) Source: Press release concerning financial performance

## Deposit Overview


(1) Core Deposits are not presented in accordance with U.S. generally accepted accounting principles ("GAAP"). See "Non-GAAP measure" for a reconciliation of this measure to its most comparable GAAP measure.

## Maturity Schedule

Time Deposits as of December 31, 2021

| (\$ in thousands) | Retail Time Deposits $\quad$State and Brokered <br> Time Deposits |  |  |  |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | mount | WA Rate |  | Amount | WA Rate |  | Amount | WA Rate |
| Less Than 3 Months | \$ | 160,096 | 0.48\% | \$ | 140,000 | 0.06\% | \$ | 300,096 | 0.28\% |
| 3 to 6 Months |  | 107,987 | 0.42\% |  | 10,000 | 0.08\% |  | 117,987 | 0.39\% |
| 6 to 9 Months |  | 76,401 | 0.43\% |  | 0 |  |  | 76,401 | 0.43\% |
| 9 to 12 Months |  | 73,529 | 0.41\% |  | 35,000 | 0.24\% |  | 108,529 | 0.35\% |
| More than 12 Months |  | 11,212 | 1.41\% |  | 0 |  |  | 11,212 | 1.41\% |
| Total | \$ | 429,225 | 0.47\% | \$ | 185,000 | 0.10\% | \$ | 614,225 | 0.36\% |

FHLB Advances as of December 31, 2021

|  | FHLB Advances |  |
| :--- | ---: | ---: | ---: |
| (\$ in thousands) | Amount | WA Rate |
| Less Than 3 Months | 0 |  |
| 3 to 6 Months | 10,000 | $2.07 \%$ |
| 6 to 9 Months | 0 |  |
| 9 to 12 Months | 0 |  |
| More than 12 Months | 0 |  |
| Total | $\$ 10,000$ | $2.07 \%$ |

## Profitability





(1) PTPP (Pre-Tax Pre-Provision) income, and adjusted EPS, ROAA and ROAE for PTPP are not presented in accordance with GAAP. See "Non-GAAP measure" for reconciliations of these measures to their most your Partner • Choice • Bank / 23 comparable GAAP measure.

## Noninterest Income




## Noninterest Expense




Number of $\mathrm{FTE}^{(3)}$ Employees


Mar-20 Jun-20 Sep-20 Dec-20 Mar-21 Jun-21 Sep-21 Dec-21
(1) Annualized
(2) Source: Peer $\$ 1$ to $\$ 3$ billion per UBPR
(3) Full-time equivalent

## Net Interest Margin



## $\zeta_{\text {Bancoor }}^{\text {PCB }}$ Capital Ratios \& BV Per Share





[^3]
## Non-GAAP Measures

## Adjusted Allowance to HFI Loans Ratio

Adjusted allowance to HFI loans ratio is a non-GAAP measure that we use to enhance comparability to prior periods and provide supplemental information regarding the Company's credit trends. We calculate adjusted allowance to HFI loan ratio as allowance divided by loans held-for-investment excluding SBA PPP loans. The SBA launched the PPP to provide a direct incentive for small businesses to keep their workers on the payroll in response to the COVID-19 pandemic. The SBA guarantees 100\% of the PPP loans made to eligible borrowers, and the loans are eligible to be forgiven if certain conditions are met, at which point the SBA will make payments to the Bank for the forgiven amounts. The SBA guarantee on PPP loans cannot be separated from the loan and therefore is not a separate unit of account. The Company considered the SBA guarantee in the allowance for loan losses evaluation and determined that it is not required to reserve an allowance on SBA PPP loans.

## Core Deposits

Core Deposits are a non-GAAP measure that we use to measure the portion of our total deposits that are thought to be more stable, lower cost and reprice less frequently on average in a rising rate environment. We calculate core deposits as total deposits less time deposits greater than $\$ 250,000$ and brokered deposits. Management tracks its core deposits because management believes it is a useful measure to help assess the Company's deposit base and, among other things, potential volatility therein.

## Pre-Tax Pre-Provision Income, and Adjusted ROAA, ROAE and Diluted EPS for PTPP

PTPP income, and adjusted ROAA, ROAE and Diluted EPS are non-GAAP measures that we use to measure the Company's performance and believe these presentations provide useful supplemental information, and a clearer understanding of the Company's performance. We calculated PTPP income as net income excluding income tax provision and provision for loan losses. Management believes the non-GAAP measures enhance investors' understanding of the Company's business and performance. These measures are also useful in understanding performance trends and facilitate comparisons with the performance of other financial institutions. The limitations associated with operating measures are the risk that persons might disagree as to the appropriateness of items comprising these measures and that different companies might calculate these measures differently

## Non-GAAP Measures

The following table reconciles adjusted allowance to HFI loans ratio to its most comparable GAAP measure:

| (\$ in thousands) | 03/31/20 | 06/30/20 | 09/30/20 | 12/31/20 | 03/31/21 | 06/30/21 | 09/30/21 | 12/31/21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HFI Loans | \$ 1,451,038 | \$ 1,553,589 | \$ 1,578,804 | \$ 1,583,578 | \$ 1,685,916 | \$ 1,719,656 | \$ 1,707,878 | \$ 1,732,205 |
| Less: SBA PPP Loans | 0 | $(133,675)$ | $(136,418)$ | $(135,654)$ | $(218,709)$ | $(181,019)$ | $(101,901)$ | $(65,329)$ |
| HFI Loans, Excluding SBA PPP Loans | \$ 1,451,038 | \$ 1,419,914 | \$ 1,442,386 | \$ 1,447,924 | \$ 1,467,207 | \$ 1,538,637 | \$ 1,605,977 | \$ 1,666,876 |
| Allowance | \$ 16,674 | \$ 20,248 | \$ 24,546 | \$ 26,510 | \$ 25,514 | \$ 24,889 | \$ 23,807 | \$ 22,381 |
| Allowance to HFI Loans Ratio | 1.15\% | 1.30\% | 1.55\% | 1.67\% | 1.51\% | 1.45\% | 1.39\% | 1.29\% |
| Adjusted Allowance to HFI Loans Ratio | 1.15\% | 1.43\% | 1.70\% | 1.83\% | 1.74\% | 1.62\% | 1.48\% | 1.34\% |

## Non-GAAP Measures

The following table reconciles core deposits to total deposits to its most comparable GAAP measure:

| (\$ in thousands) | 03/31/20 | 06/30/20 | 09/30/20 | 12/31/20 | 03/31/21 | 06/30/21 | 09/30/21 | 12/31/21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Deposits | \$ 1,477,442 | \$ 1,646,930 | \$ 1,647,107 | \$ 1,594, | \$ 1,753,772 | \$ 1,797,648 | \$ 1,832,666 | \$ 1,867,134 |
| Less: Time Deposits Greater Than \$250K | $(266,970)$ | $(260,180)$ | $(257,208)$ | $(268,683)$ | $(266,845)$ | $(273,401)$ | $(263,127)$ | $(272,269)$ |
| Less: Brokered Deposits | $(84,506)$ | $(82,010)$ | $(92,001)$ | $(80,002)$ | $(65,004)$ | $(65,004)$ | $(65,004)$ | $(85,001)$ |
| Core Deposits | \$ 1,125,966 | \$ 1,304,740 | \$1,297,898 | \$ 1,246,166 | \$1,421,923 | \$ 1,459,243 | \$ 1,504,535 | \$ 1,509,864 |
| Core Deposits to Total Deposits | 76.2\% | 79.2\% | 78.8\% | 78.1\% | 81.1\% | 81.2\% | 82.1\% | 80.9\% |

## Non-GAAP Measures

The following table reconciles PTPP income, and adjusted ROAA, ROAE and diluted EPS for PTPP to their most comparable GAAP measures:

| (\$ in thousands) |  | 1Q20 |  | 2 Q 20 |  | 3 Q 20 |  | 4Q20 |  | 1Q21 |  | 2 Q 21 |  | 3 Q 21 |  | 4Q21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | (a)\$ | 3,572 | \$ | 3,367 | \$ | 3,449 | \$ | 5,787 | \$ | 8,560 | \$ | 9,844 | \$ | 11,023 | \$ | 10,676 |
| Add: Provision (Reversal) for Loan Loss | sses | 2,896 |  | 3,855 |  | 4,326 |  | 2,142 |  | $(1,147)$ |  | (934) |  | $(1,053)$ |  | $(1,462)$ |
| Add: Income Tax Provision |  | 1,557 |  | 1,363 |  | 1,464 |  | 2,452 |  | 3,594 |  | 4,098 |  | 4,613 |  | 4,551 |
| PTPP Income (Non-GAAP) | (b)\$ | 8,025 | \$ | 8,585 | \$ | 9,239 | \$ | 10,381 | \$ | 11,007 | \$ | 13,008 | \$ | 14,583 | \$ | 13,765 |
| Average Total Assets | (c)\$ | 1,770,785 | \$ | 1,956,464 | \$ | 1,991,614 | \$ | 1,939,326 | \$ | 1,987,217 | \$ | 2,018,789 | \$ | 2,070,365 | \$ | 2,111,834 |
| ROAA ${ }^{(1)}$ | (a)/(c) | 0.81\% |  | 0.69\% |  | 0.69\% |  | 1.19\% |  | 1.75\% |  | 1.96\% |  | 2.11\% |  | 2.01\% |
| Adjusted ROAA (Non-GAAP) ${ }^{(1)}$ | (b)/(c) | 1.82\% |  | 1.76\% |  | 1.85\% |  | 2.13\% |  | 2.25\% |  | 2.58\% |  | 2.79\% |  | 2.59\% |
| Average Total Shareholders' Equity | (d)\$ | 226,086 | \$ | 226,454 | \$ | 229,463 | \$ | 232,156 | \$ | 236,790 | \$ | 239,448 | \$ | 243,185 | \$ | 251,477 |
| ROAE ${ }^{(1)}$ | (a)/(d) | 6.35\% |  | 5.98\% |  | 5.98\% |  | 9.92\% |  | 14.66\% |  | 16.49\% |  | 17.98\% |  | 16.84\% |
| Adjusted ROAE (Non-GAAP) ${ }^{(1)}$ | (b)/(d) | 14.28\% |  | 15.25\% |  | 16.02\% |  | 17.79\% |  | 18.85\% |  | 21.79\% |  | 23.79\% |  | 21.72\% |
| Net Income | \$ | 3,572 | \$ | 3,367 | \$ | 3,449 | \$ | 5,787 | \$ | 8,560 | \$ | 9,844 | \$ | 11,023 | \$ | 10,676 |
| Less: Income Allocated to Participat Securities |  | (9) |  | (8) |  | (8) |  | (11) |  | (33) |  | (41) |  | (43) |  | (40) |
| Net Income Allocated to Common S | ock (e) | 3,563 |  | 3,359 |  | 3,441 |  | 5,776 |  | 8,527 |  | 9,803 |  | 10,980 |  | 10,636 |
| Add: Provision for Loan Losses |  | 2,896 |  | 3,855 |  | 4,326 |  | 2,142 |  | $(1,147)$ |  | (934) |  | $(1,053)$ |  | $(1,462)$ |
| Add: Income Tax Provision |  | 1,557 |  | 1,363 |  | 1,464 |  | 2,452 |  | 3,594 |  | 4,098 |  | 4,613 |  | 4,551 |
| PTPP Income Allocated to Common | tock (f)\$ | 8,016 | \$ | 8,577 | \$ | 9,231 | \$ | 10,370 | \$ | 10,974 | \$ | 12,967 | \$ | 14,540 | \$ | 13,725 |
| WA common shares outstanding, di | uted (g) | 15,700,144 |  | 15,373,655 |  | 15,377,531 |  | 15,392,355 |  | 15,533,608 |  | 15,309,873 |  | 15,031,558 |  | 15,093,351 |
| Diluted EPS | (e)/(g)\$ | 0.23 | \$ | 0.22 | \$ | 0.22 | \$ | 0.38 | \$ | 0.55 | \$ | 0.64 | \$ | 0.73 | \$ | 0.70 |
| Adjusted Diluted EPS (Non-GAAP) | (f)/(g)\$ | 0.51 | \$ | 0.56 | \$ | 0.60 | \$ | 0.67 | \$ | 0.71 | \$ | 0.85 | \$ | 0.97 | \$ | 0.91 |


[^0]:    (1) Annualized.
    (2) This adjusted allowance to HFI Loans ratio excludes SBA PPP loans and is not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of this measure to its most comparable GAAP measures.

[^1]:    (1) Weighted-average contractual rate
    your Partner•Choice•Bank /
    13
    (2) Include both HFI \& HFS Ioans

[^2]:    (1) No outstanding modifications since September 30, 2021
    (2) Payment deferment of both principal and interest

[^3]:    (1) The Company did not have any intangible equity components for the presented periods.

