## PCB BANCORP

2021 Virtual KBW
Community Bank Investor Conference August 3 - 5, 2021

## 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



- Servicing 7 of top 10 Korean-American MSAs in the U.S. through our branches and LPOs ${ }^{(1)}$


## Equity Information

As of July 30, 2021

| Ticker | PCB |
| :--- | :--- |
| Market Cap | $\$ 280.8$ million |
| Price Per Share | $\$ 18.94$ |
| 52 Week Range | $\$ 8.29-\$ 19.26$ |
| Dividend Yield (Dividend Payout Ratio) | $2.53 \%(22.23 \%$ 3Q20-2Q21) |
| Number of Shares | $14,824,357$ |

## Stock Repurchase

Announced on April 8, 2021 to repurchase up to $5 \%$ of outstanding stocks, which represents 775,000 shares, through September 7, 2021. As of July 30, 2021, 680,269 shares of common stock were repurchased and retired.

Historical Quarterly Cash Dividend Per Share


## Historical Performance





## Historical Performance





(1) Annualized

## COVID-19 Update

## As of June 30, 2021 (unless otherwise indicated)

- SBA PPP Loans
- 1,746 loans with aggregated carrying value of $\$ 181.0$ million
- Second round PPP: 1,153 loans with aggregated contractual loan balance of \$110.9 million (carrying value: $\$ 107.0$ million)
- Forgiveness: 1,061 loans for $\$ 65.6$ million
- Loan Modification Related to COVID-19
- 6 customers for aggregated loan balance of $\$ 16.2$ million
- $\mathbf{3}$ customers for aggregate loan balance of \$3.6 million as of July 30, 2021
- Allowance for Loan Losses
- Established $1.45 \%$ of total loans held-for-investment (1.62\% excluding SBA PPP loans)
- Liquidity
- Maintained cash and cash equivalents of $\$ 174.6$ million, or $8.5 \%$ of total assets
- Maintained available borrowing capacity of $\$ 601.9$ million, or $29.2 \%$ of total assets
- Capital
- Bank's Tier 1 leverage capital ratio of $11.53 \%$ and CET 1 capital ratio of $14.88 \%$


## Recent Financial Performance

## 2Q21 Highlights

| (\$ in thousands except per share data) | As of or For the Quarter Ended |  |  |  |  |  | $\bigcirc$ | Recorded a reversal for loan losses of $\$ 934$ thousand in 2Q21 primarily due |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/30/21 |  | 03/31/21 |  | 06/30/20 |  |  |  |
| Income Statement Summary: |  |  |  |  |  |  |  | to improvement in historical loss |
| Interest Income | \$ | 20,051 | \$ | 19,258 | \$ | 18,973 |  | factors and qualitative adjustment |
| Interest Expense |  | 1,055 |  | 1,439 |  | 3,610 |  | factors reflecting general economic |
| Net Interest Income |  | 18,996 |  | 17,819 |  | 15,363 |  | condition |
| Noninterest Income |  | 5,151 |  | 2,857 |  | 2,918 |  |  |
| Noninterest Expense |  | 11,139 |  | 9,669 |  | 9,696 | $\bigcirc$ | Allowance for loan losses to HFI loans |
| Provision for Loan Losses |  | (934) |  | $(1,147)$ |  | 3,855 |  | ratio was 1.45\% at June 30, 2021 |
| Pretax Income |  | 13,942 |  | 12,154 |  | 4,730 |  | compared with 1.51\% at March 31, |
| Income Tax Expense |  | 4,098 |  | 3,594 |  | 1,363 |  | 2021. Excluding PPP loans, the ratio |
| Net Income |  | 9,844 |  | 8,560 |  | 3,367 |  | was $1.62 \%$ and $1.74 \%$ at June 30, |
| Diluted Earnings Per Share ("EPS") | \$ | 0.64 | \$ | 0.55 | \$ | 0.22 |  | 2021 and March 31, 2021, respectively |
| Selected Balance Sheet Items: |  |  |  |  |  |  |  |  |
| Loans held-for-investment ("HFl") | \$ | 1,719,656 | \$ | 1,685,916 | \$ | 1,553,589 | $\bigcirc$ | Declared cash dividend of $\$ 0.10$ per |
| Loans held-for-sale ("HFS") |  | 11,255 |  | 3,569 |  | 4,102 |  | share in 2Q21 |
| Total Deposits |  | 1,797,648 |  | 1,753,771 |  | 1,646,930 | $\bigcirc$ | SBA PPP loans totaled \$181.0 million |
| Total Assets |  | 2,060,003 |  | 2,050,672 |  | 2,020,777 |  | (1,746 loans), net of deferred fees |
| Shareholders' Equity |  | 238,941 |  | 240,263 |  | 227,233 |  | and costs |
| Key Metrics: |  |  |  |  |  |  | $\bigcirc$ | Loans with modifications related to the COVID-19 pandemic totaled |
| Book Value ("BV") Per Share | \$ | 16.09 | \$ | 15.53 | \$ | 14.78 |  |  |
| Return on Average Assets ("ROAA") ${ }^{(1)}$ |  | 1.96\% |  | 1.75\% |  | 0.69\% |  | 2 million (6 customers) |
| Return on Average Equity ("ROAE") ${ }^{(1)}$ |  | 16.49\% |  | 14.66\% |  | 5.98\% |  |  |
| Net Interest Margin ("NIM") |  | 3.83\% |  | 3.70\% |  | 3.22\% |  |  |
| Efficiency Ratio |  | 46.13\% |  | 46.76\% |  | 53.04\% |  |  |

(1) Annualized.

## 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 loans.

## SBA PPP Loans

Summary of SBA PPP loans as of June 30, 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 | 349 | \$ | 6,140 | \$ | 5,510 | \$ | 630 | \$ | (1) |
| Between \$50K and \$150K | 91 |  | 7,803 |  | 7,665 |  | 214 |  | 76 |
| Between \$150K and \$350K | 101 |  | 22,170 |  | 22,155 |  | 259 |  | 244 |
| Between \$350K and \$2MM | 51 |  | 34,720 |  | 34,478 |  | 486 |  | 246 |
| \$2MM or More | 1 |  | 3,180 |  | 3,187 |  | 0 |  | 7 |
| Total | 593 | \$ | 74,013 | \$ | 72,995 | \$ | 1,589 | \$ | 572 |
| Funded in 2021 |  |  |  |  |  |  |  |  |  |
| \$50K or Under | 701 | \$ | 14,005 | \$ | 0 | \$ | 15,020 | \$ | 1.016 |
| Between \$50K and \$150K | 279 |  | 24,502 |  | 0 |  | 25,385 |  | 883 |
| Between \$150K and \$350K | 101 |  | 22,140 |  | 0 |  | 23,024 |  | 884 |
| Between \$350K and \$2MM | 72 |  | 46,359 |  | 0 |  | 47,486 |  | 1.126 |
| \$2MM or More | 0 |  | 0 |  | 0 |  | 0 |  | 0 |
| Total | 1,153 | \$ | 107,006 | \$ | 0 | \$ | 110,915 | \$ | 3,909 |

Summary of relationships of SBA PPP loan customers as of June 30, 2021:

| (\$ in thousands) | \# of Loans | SBA PPP Loans UPB |  | Demand Deposit Accounts ("DDAs") |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Jun-21 |  | Mar-20 |  | Change |  |
| Existing relationships | 1,441 | \$ | 165,440 | \$ | 238,844 | \$ | 121,072 | \$ | 117,772 |
| New customers with new DDA relationships | 132 |  | 13,312 |  | 8,040 |  | 0 |  | 8,040 |
| No other relationships | 173 |  | 6,747 |  | 0 |  | 0 |  | 0 |
| Total | 1,746 | \$ | 185,499 | \$ | 246,884 | \$ | 121,072 | \$ | 125,812 |

## Loan Modification

## As of June 30, 2021

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

| (\$ in thousands) | Currently Modified |  |  |  |  |  |  |  | Previously Modified |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value |  |  |  | Weighted-Average |  | Accrued Interest Receivable |  |  |  |  |  |
|  | Payment Deferment | Interest Only Payment | Total |  | Interest Rate | Loan-to- <br> Value ${ }^{(1)}$ |  |  | Carrying Value |  | Accrued Interest Receivable |  |
| Commercial property | \$ 0 | \$ 11,831 | \$ | 11,831 | 3.59\% | 45.6\% | \$ | 74 | \$ | 340,378 | \$ | 1,609 |
| SBA property | 0 | 0 |  | 0 |  |  |  |  |  | 4,213 |  | 25 |
| Commercial term | 0 | 4,042 |  | 4,042 | 3.77\% |  |  | 84 |  | 39,665 |  | 95 |
| SBA commercial term | 0 | 0 |  | 0 |  |  |  |  |  | 1,868 |  | 4 |
| Residential property | 328 | 0 |  | 328 | 4.75\% | 54.7\% |  | 8 |  | 33,293 |  | 708 |
| Other consumer | 0 | 0 |  | 0 |  |  |  |  |  | 967 |  | 3 |
| Total | \$ 328 | \$ 15,873 | \$ | 16,201 | 3.82\% |  | \$ | 166 | \$ | 420,384 | \$ | 2,444 |

Summary of modification expiration:

| (\$ in thousands) | During the Month of |  |  |  |  |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jul-21 |  | Aug-21 |  | Sep-21 |  |  |  |
| Commercial property | \$ | 8,985 | \$ | 2,846 | \$ | 0 | \$ | 11,831 |
| Commercial term |  | 3,625 |  | 417 |  | 0 |  | 4,042 |
| Residential property |  | 0 |  | 328 |  | 0 |  | 328 |
| Total | \$ | 12,610 | \$ | 3,591 | \$ | 0 | \$ | 16,201 |

[^0]
## Loan Modification

## From December 31, 2020 to June 30, 2021

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

(1) Payment deferment of both principal and interest

## Credit Quality





(1) Allowance for Loan Losses
(2) Excluding SBA PPP loans

## Loan Concentration

Real Estate Loans - Commercial By Property Type as of June 30, 2021

| (\$ in thousands) | Total |  |  |  | Loans With Modification Related to COVID-19 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value |  | \% to Total | LTV ${ }^{(1)}$ | Carrying Value |  | \% to Total | \% to Property Type Total | LTV ${ }^{(1)}$ |
| Industrial | \$ | 226,702 | 19.9\% | 50.7\% | \$ | 0 |  |  |  |
| Retail (More Than 50\%) |  | 188,279 | 16.6\% | 49.2\% |  | 0 |  |  |  |
| Mixed Use |  | 130,084 | 11.5\% | 45.2\% |  | 0 |  |  |  |
| Gas Station |  | 76,531 | 6.7\% | 55.1\% |  | 0 |  |  |  |
| Office |  | 80,741 | 7.1\% | 54.0\% |  | 2,846 | 24.1\% | 3.5\% | 56.4\% |
| Motel / Hotel |  | 78,572 | 6.9\% | 50.1\% |  | 8,985 | 75.9\% | 11.4\% | 42.2\% |
| Apartments |  | 63,045 | 5.6\% | 46.2\% |  | 0 |  |  |  |
| Medical |  | 56,902 | 5.0\% | 52.9\% |  | 0 |  |  |  |
| Car Wash |  | 32,235 | 2.8\% | 51.7\% |  | 0 |  |  |  |
| Golf Course |  | 27,865 | 2.5\% | 49.3\% |  | 0 |  |  |  |
| Auto (Sales, Repair, \& etc.) |  | 44,896 | 4.0\% | 58.8\% |  | 0 |  |  |  |
| Church |  | 17,494 | 1.5\% | 49.3\% |  | 0 |  |  |  |
| Spa, Sauna, \& other self-care |  | 26,527 | 2.3\% | 56.1\% |  | 0 |  |  |  |
| Condominium - Commercial |  | 14,476 | 1.3\% | 47.5\% |  | 0 |  |  |  |
| Construction |  | 13,475 | 1.2\% | 61.3\% |  | 0 |  |  |  |
| Supermarket |  | 9,946 | 0.9\% | 63.2\% |  | 0 |  |  |  |
| Others |  | 47,874 | 4.2\% | 46.8\% |  | 0 |  |  |  |
| Total | \$ | 1,135,644 | 100.0\% | 50.6\% | \$ | 11,831 | 100.0\% | 1.0\% | 45.6\% |

Real Estate Loans - Residential as of June 30, 2021

|  |  |  | Total |  |  | oans | Modificati | lated to |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Carrying |  |  |  |  |  |  |  |
| (\$ in thousands) |  | Value | LTV $^{(1)}$ | FICO |  |  | \% to Total | LTV ${ }^{(1)}$ | FICO |
| Residential Property | \$ | 196,983 | 56.7\% | 756 | \$ | 328 | 0.2\% | 54.7\% | 770 |

[^1]
## Loan Concentration

Commercial and Industrial Loans - By Industry Type as of June 30, 2021

| (\$ in thousands) | Total, Excluding SBA PPP Loans |  |  | Loans with Modification Related to COVID-19 |  |  |  | SBA PPP Loans |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Carrying Value | \% to Total |  | Carrying Value | \% to Total | \% to Industry Type Total |  | Carrying Value | \% to Total |
| General Manufacturing \& Wholesale Trade | \$ | 56,920 | 30.9\% | \$ | 0 |  |  | \$ | 41,763 | 23.1\% |
| Retail Trade |  | 31,857 | 17.3\% |  | 0 |  |  |  | 14,628 | 8.1\% |
| Food Services |  | 25,568 | 13.9\% |  | 0 |  |  |  | 64,088 | 35.5\% |
| Real Estate Related |  | 16,503 | 8.9\% |  | 0 |  |  |  | 9,282 | 5.1\% |
| Professional, Scientific, \& Technical Services |  | 13,970 | 7.6\% |  | 0 |  |  |  | 8,627 | 4.8\% |
| Other Services |  | 8,875 | 4.8\% |  | 3,625 | 89.7\% | 40.8\% |  | 13,802 | 7.6\% |
| Health Care \& Social Assistance |  | 8,157 | 4.4\% |  | 0 |  |  |  | 4,915 | 2.7\% |
| Transportation \& Warehousing |  | 7,205 | 3.9\% |  | 0 |  |  |  | 6,193 | 3.4\% |
| Entertainment \& Recreation |  | 5,955 | 3.2\% |  | 0 |  |  |  | 2,555 | 1.4\% |
| Finance \& Insurance |  | 4,412 | 2.4\% |  | 0 |  |  |  | 3,151 | 1.7\% |
| All Other |  | 4,981 | 2.7\% |  | 417 | 10.3\% | 8.4\% |  | 12,015 | 6.6\% |
| Total | \$ | 184,403 | 100.0\% | \$ | 4,042 | 100.0\% | 2.5\% | \$ | 181,019 | 100.0\% |

## Loan Concentration

Geographic Concentration as of June 30, 2021

| (\$ in thousands) | Real Estate - Commercial |  |  | Real Estate - Residential |  |  | Commercial \& Industrial, Excluding SBA PPP |  |  | SBA PPP |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Carrying Value |  |  | Carrying <br> Value |  | \% to Total | Carrying Value |  | \% to Total | CarryingValue |  | \% to Total |
|  |  |  | \% to Total |  |  |  |  |  |  |  |  |  |
| California | \$ | 937,891 | 82.7\% | \$ | 193,283 | 98.1\% | \$ | 154,811 | 83.9\% | \$ | 141,976 | 78.5\% |
| New Jersey |  | 37,543 | 3.3\% |  | 3,700 | 1.9\% |  | 14,015 | 7.6\% |  | 7,429 | 4.1\% |
| Texas |  | 42,400 | 3.7\% |  | 0 |  |  | 2,678 | 1.5\% |  | 3,466 | 1.9\% |
| Washington |  | 32,219 | 2.8\% |  | 0 |  |  | 535 | 0.3\% |  | 870 | 0.5\% |
| New York |  | 41,368 | 3.6\% |  | 0 |  |  | 4,483 | 2.4\% |  | 10,033 | 5.5\% |
| Nevada |  | 15,176 | 1.3\% |  | 0 |  |  | 868 | 0.5\% |  | 4,497 | 2.5\% |
| Georgia |  | 2,022 | 0.2\% |  | 0 |  |  | 1,118 | 0.6\% |  | 4,409 | 2.4\% |
| Virginia |  | 3,325 | 0.3\% |  | 0 |  |  | 130 | 0.1\% |  | 1,034 | 0.6\% |
| Colorado |  | 4,710 | 0.4\% |  | 0 |  |  | 615 | 0.3\% |  | 134 | 0.1\% |
| Illinois |  | 3,850 | 0.3\% |  | 0 |  |  | 1,346 | 0.7\% |  | 1,566 | 0.9\% |
| Maryland |  | 1,753 | 0.2\% |  | 0 |  |  | 1,237 | 0.7\% |  | 933 | 0.5\% |
| Oregon |  | 2,402 | 0.2\% |  | 0 |  |  | 122 | 0.1\% |  | 583 | 0.3\% |
| Pennsylvania |  | 2,774 | 0.2\% |  | 0 |  |  | 18 | 0.0\% |  | 57 | 0.0\% |
| Other States |  | 8,211 | 0.8\% |  | 0 |  |  | 2,427 | 1.3\% |  | 4,032 | 2.2\% |
| Total | \$ | 1,135,644 | 100.0\% | \$ | 196,983 | 100.0\% | \$ | 184,403 | 100.0\% | \$ | 181,019 | 100.0\% |

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



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

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

## Deposit Overview



[^2]
## Maturity Schedule

Time Deposits as of June 30, 2021

| (\$ in thousands) | Retail Time Deposits |  |  | State and Brokered Time Deposits |  |  | Total |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Amount | WA Rate |  | Amount | WA Rate |  | Amount | WA Rate |
| Less Than 3 Month | \$ | 115,385 | 0.60\% | \$ | 100,000 | 0.06\% | \$ | 215,385 | 0.35\% |
| 3 to 6 Month |  | 98,322 | 0.49\% |  | 15,000 | 0.05\% |  | 113,322 | 0.44\% |
| 6 to 9 Month |  | 136,704 | 0.51\% |  | 50,000 | 0.05\% |  | 186,704 | 0.38\% |
| 9 to 12 Month |  | 83,575 | 0.43\% |  | 0 |  |  | 83,575 | 0.43\% |
| More than 12 Month |  | 10,946 | 1.88\% |  | 0 |  |  | 10,946 | 1.88\% |
| Total | \$ | 444,932 | 0.55\% | \$ | 165,000 | 0.06\% | \$ | 609,932 | 0.42\% |

FHLB Advances as of June 30, 2021

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



(1) Total commitment basis

## PCB <br> BANCORP

## Noninterest Expense





Sep-19 Dec-19 Mar-20 Jun-20 Sep-20 Dec-20 Mar-21 Jun-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




(1) The Company did not have any intangible equity components for the presented periods.

## Non-GAAP Measures

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 core deposits to total deposits to its most comparable GAAP measure:

| (\$ in thousands) | 09/30/19 | 12/31/19 | 03/31/20 | 06/30/20 | 09/30/20 | 12/31/20 | 03/31/21 | 06/30/21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Deposits | \$ 1,432,262 | \$ 1,479,307 | \$ 1,477,442 | \$ 1,646,930 | \$ 1,647,107 | \$ 1,594,851 | \$ 1,753,772 | \$ 1,797,648 |
| Less: Time Deposits Greater Than \$250K | $(296,785)$ | $(289,726)$ | $(266,970)$ | $(260,180)$ | $(257,208)$ | $(268,683)$ | $(266,845)$ | $(273,401)$ |
| Less: Brokered Deposits | $(32,503)$ | $(92,393)$ | $(84,506)$ | $(82,010)$ | $(92,001)$ | $(80,002)$ | $(65,004)$ | $(65,004)$ |
| Core Deposits | \$1,102,974 | \$1,097,188 | \$1,125,966 | \$1,304,740 | \$1,297,898 | \$1,246,166 | \$1,421,923 | \$1,459,243 |
| Core Deposits to Total Deposits | 77.0\% | 74.2\% | 76.2\% | 79.2\% | 78.8\% | 78.1\% | 81.1\% | 81.2\% |

## 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) |  | 3Q19 |  | 4Q19 |  | 1Q20 |  | 2Q20 |  | 3Q20 |  | 4Q20 |  | 1Q21 |  | 2Q21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | (a)\$ | 6,785 | \$ | 4,158 | \$ | 3,572 | \$ | 3,367 | \$ | 3,449 | \$ | 5,787 | \$ | 8,560 | \$ | 9,844 |
| Add: Provision (rever for Loan Losses |  | (102) |  | 4,030 |  | 2,896 |  | 3,855 |  | 4,326 |  | 2,142 |  | $(1,147)$ |  | (934) |
| Add: Income Tax Provision |  | 2,871 |  | 1,811 |  | 1,557 |  | 1,363 |  | 1,464 |  | 2,452 |  | 3,594 |  | 4,098 |
| PTPP Income (Non-GAAP) | (b) $\$$ | 9,554 | \$ | 9,999 | \$ | 8,025 | \$ | 8,585 | \$ | 9,239 | \$ | 10,381 | \$ | 11,007 | \$ | 13,008 |
| Average Total Assets | (c) $\$$ | 1,734,957 | \$ | 1,710,370 | \$ | 1,770,785 | \$ | 1,956,464 | \$ | 1,991,614 | \$ | 1,939,326 | \$ | 1,987,217 | \$ | 2,018,789 |
| ROAA ${ }^{(1)}$ | (a)/(c) | 1.55\% |  | 0.96\% |  | 0.81\% |  | 0.69\% |  | 0.69\% |  | 1.19\% |  | 1.75\% |  | 1.96\% |
| Adjusted ROAA (Non-GAAP) ${ }^{(1)}$ | (b)/(c) | 2.18\% |  | 2.32\% |  | 1.82\% |  | 1.76\% |  | 1.85\% |  | 2.13\% |  | 2.25\% |  | 2.58\% |
| Average Total Shareholders' Equity | (d)\$ | 223,932 | \$ | 227,472 | \$ | 226,086 | \$ | 226,454 | \$ | 229,463 | \$ | 232,156 | \$ | 236,790 | \$ | 239,448 |
| ROAE ${ }^{(1)}$ | (a)/(d) | 12.02\% |  | 7.25\% |  | 6.35\% |  | 5.98\% |  | 5.98\% |  | 9.92\% |  | 14.66\% |  | 16.49\% |
| Adjusted ROAE (Non-GAAP) ${ }^{(1)}$ | (b)/(d) | 16.93\% |  | 17.44\% |  | 14.28\% |  | 15.25\% |  | 16.02\% |  | 17.79\% |  | 18.85\% |  | 21.79\% |
| Net Income | \$ | 6,785 | \$ | 4,158 | \$ | 3,572 | \$ | 3,367 | \$ | 3,449 | \$ | 5,787 | \$ | 8,560 | \$ | 9,844 |
| Less: Income Allocated to Participati Securities |  | (8) |  | (10) |  | (9) |  | (8) |  | (8) |  | (11) |  | (33) |  | (41) |
| Net Income Allocated to Common St | ck (e) | 6,777 |  | 4,148 |  | 3,563 |  | 3,359 |  | 3,441 |  | 5,776 |  | 8,527 |  | 9,803 |
| Add: Provision for Loan Losses |  | (102) |  | 4,030 |  | 2,896 |  | 3,855 |  | 4,326 |  | 2,142 |  | $(1,147)$ |  | (934) |
| Add: Income Tax Provision |  | 2,871 |  | 1,811 |  | 1,557 |  | 1,363 |  | 1,464 |  | 2,452 |  | 3,594 |  | 4,098 |
| PTPP Income Allocated to Common S | Stock (f)\$ | 9,546 | \$ | 9,989 | \$ | 8,016 | \$ | 8,577 | \$ | 9,231 | \$ | 10,370 | \$ | 10,974 | \$ | 12,967 |
| WA common shares outstanding, diluta | ted (g) | 16,099,598 |  | 15,948,793 |  | 15,700,144 |  | 15,373,655 |  | 15,377,531 |  | 15,392,355 |  | 15,533,608 |  | 15,309,873 |
| Diluted EPS | (e)/(g)\$ | 0.42 | \$ | 0.26 | \$ | 0.23 | \$ | 0.22 | \$ | 0.22 | \$ | 0.38 | \$ | 0.55 | \$ | 0.64 |
| Adjusted Diluted EPS (Non-GAAP) | (f)/(g)\$ | 0.59 | \$ | 0.63 | \$ | 0.51 | \$ | 0.56 | \$ | 0.60 | \$ | 0.67 | \$ | 0.71 | \$ | 0.85 |


[^0]:    (1) Collateral value at origination
    (2) Payment deferment of both principal and interest

[^1]:    (1) Collateral value at origination

[^2]:    (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 your Partner •Choice • Bank /

    21 GAAP measure.

