



BRIDGEWATER
BANCSHARES, INC.

EARNINGS PRESENTATION
THIRD QUARTER 2021

Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements include, without limitation, statements concerning plans, estimates, calculations, forecasts and projections with respect to the anticipated future performance of the Company. These statements are often, but not always, identified by words such as “may”, “might”, “should”, “could”, “predict”, “potential”, “believe”, “expect”, “continue”, “will”, “anticipate”, “seek”, “estimate”, “intend”, “plan”, “projection”, “would”, “annualized”, “target” and “outlook”, or the negative version of those words or other comparable words of a future or forward-looking nature. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: the negative effects of the COVID-19 pandemic, including its effects on the economic environment, our clients and our operations, including due to supply chain disruptions, as well as any changes to federal, state or local government laws, regulations or orders in connection with the pandemic; loan concentrations in our portfolio; the overall health of the local and national real estate market; our ability to successfully manage credit risk; business and economic conditions generally and in the financial services industry, nationally and within our market area; our ability to maintain an adequate level of allowance for loan losses; new or revised accounting standards, including as a result of the future implementation of the Current Expected Credit Loss standard; the concentration of large loans to certain borrowers; the concentration of large deposits from certain clients; our ability to successfully manage liquidity risk; our dependence on non-core funding sources and our cost of funds; our ability to raise additional capital to implement our business plan; our ability to implement our growth strategy and manage costs effectively; developments and uncertainty related to the future use and availability of some reference rates, such as the London Interbank Offered Rate, as well as other alternative reference rates; the composition of our senior leadership team and our ability to attract and retain key personnel; the occurrence of fraudulent activity, breaches or failures of our information security controls or cybersecurity-related incidents; interruptions involving our information technology and telecommunications systems or third-party servicers; competition in the financial services industry; the effectiveness of our risk management framework; the commencement and outcome of litigation and other legal proceedings and regulatory actions against us; the impact of recent and future legislative and regulatory changes, including changes to federal and state corporate tax rates; interest rate risk; fluctuations in the values of the securities held in our securities portfolio; the imposition of tariffs or other governmental policies impacting the value of products produced by our commercial borrowers; severe weather, natural disasters, wide spread disease or pandemics (including the COVID-19 pandemic), acts of war or terrorism or other adverse external events; potential impairment to the goodwill we recorded in connection with our past acquisition; changes to U.S. or state tax laws, regulations and guidance, including recent proposals to increase the federal corporate tax rate; and any other risks described in the “Risk Factors” sections of reports filed by the Company with the Securities and Exchange Commission.

Any forward-looking statement made by us in this press release is based only on information currently available to us and speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise. Certain of the information contained in this presentation is derived from information provided by industry sources. Although we believe that such information is accurate and that the sources from which it has been obtained are reliable, we cannot guarantee the accuracy of, and have not independently verified, such information.

Use of Non-GAAP financial measures

In addition to the results presented in accordance with U.S. General Accepted Accounting Principles (“GAAP”), the Company routinely supplements its evaluation with an analysis of certain non-GAAP financial measures. The Company believes these non-GAAP financial measures, in addition to the related GAAP measures, provide meaningful information to investors to help them understand the Company’s operating performance and trends, and to facilitate comparisons with the performance of peers. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Reconciliations of non-GAAP disclosures to the comparable GAAP measures are provided in this presentation.

Diluted
EPS

\$0.40 **\$0.41**

Reported

Adjusted¹

Return on
Average Assets

1.37%

PPNR Return on Average
Assets¹

2.09%

Return on Avg. Tangible
Common Equity¹

15.47%

Efficiency
Ratio¹

41.5%

Adjusted¹

Robust Balance Sheet Growth Continues

- Gross loan balances up \$117.8 million, or 18.0% annualized from 2Q21 (25.9% ex. PPP)
- Deposit balances up \$133.3 million, or 19.4% annualized from 2Q21
- Cash build of \$97.3 million, primarily due to 3Q21 sub debt and preferred stock offerings

Highly Efficient Operating Performance

- Adjusted efficiency ratio¹ of 41.5%, in-line with 2Q21
- Total revenue of \$30.1 million, up 7.9% from 2Q21, driven by \$2.4 million of net interest income growth
- Noninterest expense up \$1.8 million, or 15.3% from 2Q21 (adjusted noninterest expense¹ up 10.3%)

Superb Asset Quality

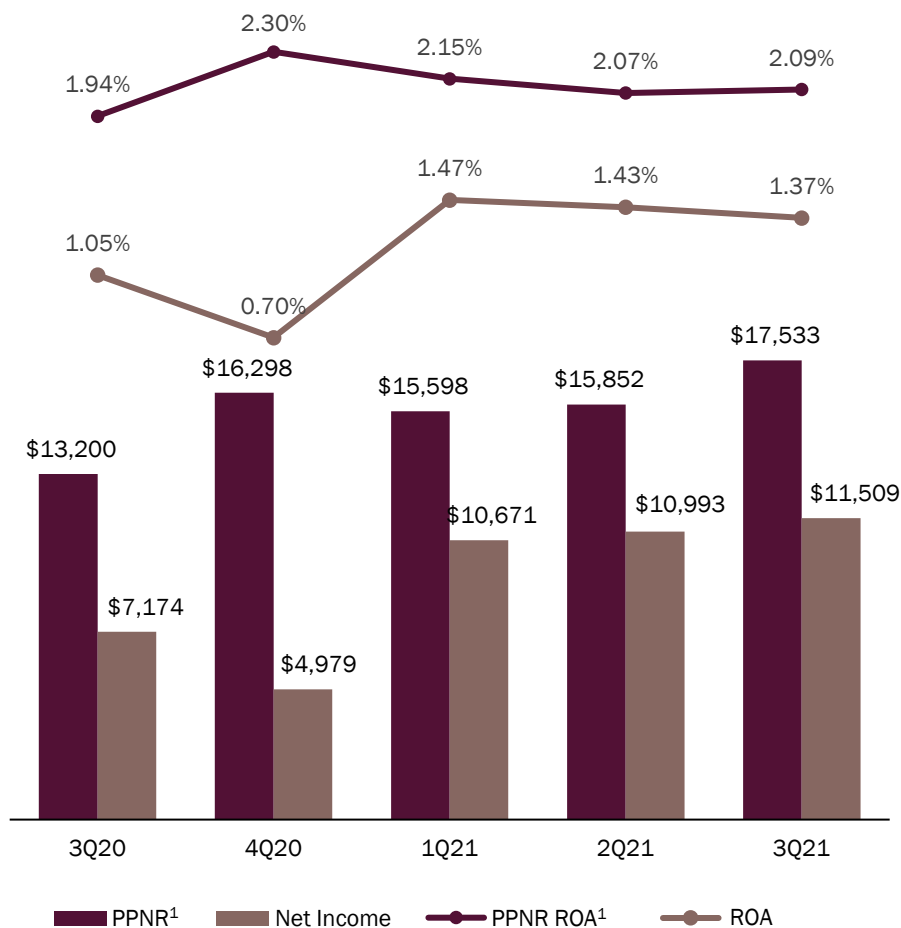
- Annualized net charge-offs to average loans of 0.00%
- Growth-driven provision of \$1.3 million, bringing allowance to total loans to 1.46% (ex. PPP)
- Nonperforming assets to total assets of 0.02%, in-line with 2Q21

Enhanced Capital Position

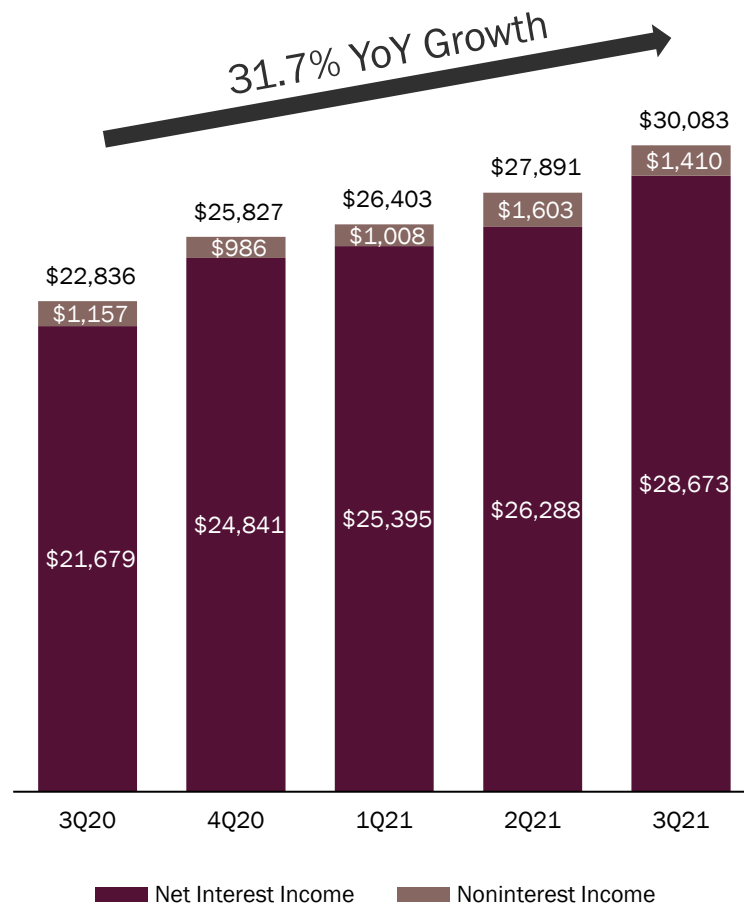
- Completed \$30 million subordinated debt and \$69 million preferred stock offerings
- Tangible common equity ratio¹ of 8.81%, down 29 bps from 2Q21
- Total risk-based capital ratio of 15.93%, up 244 bps from 2Q21



Strong PPNR Trends



Consistent Revenue Growth

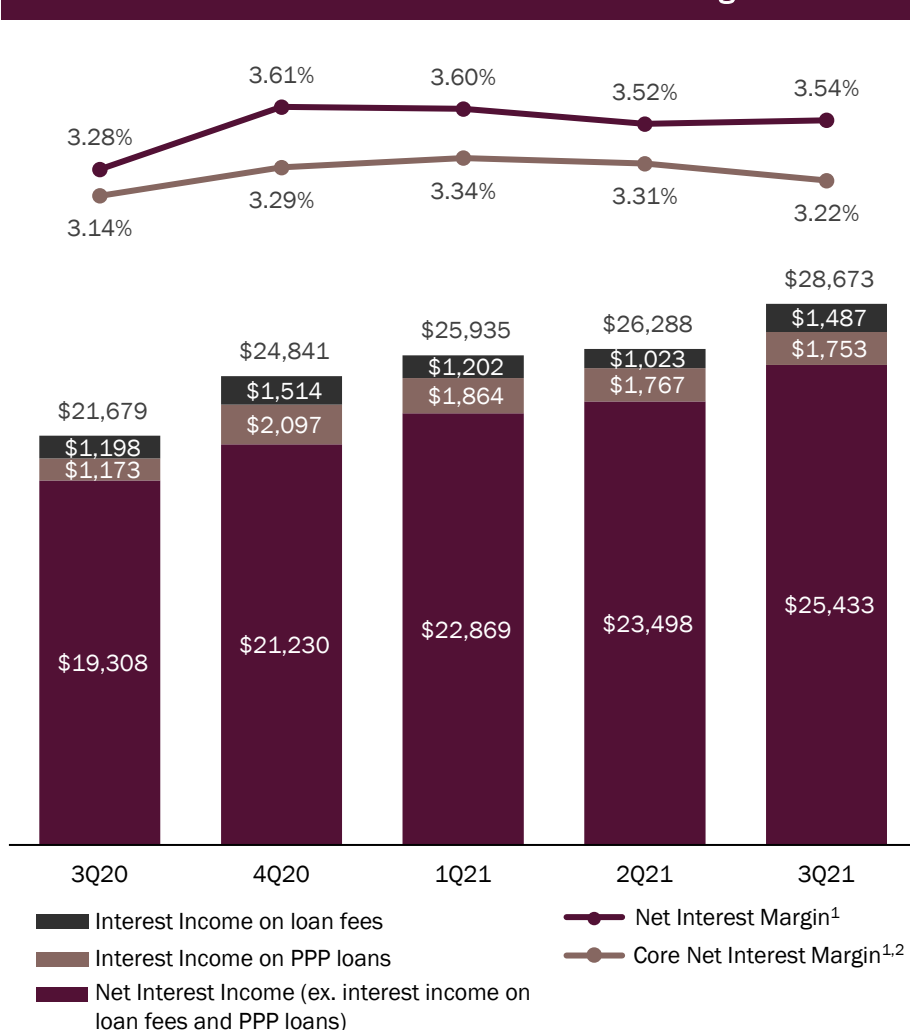


¹ Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation
Dollars in thousands

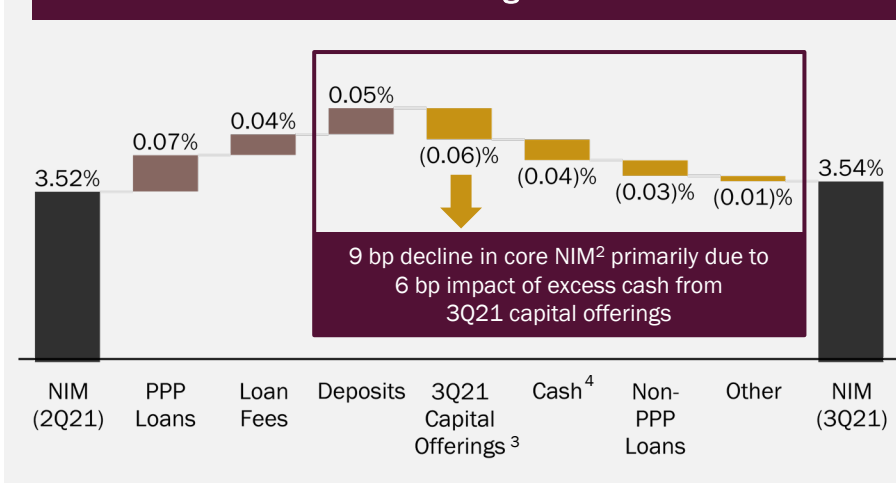


Net Interest Income Momentum Continues With Robust Loan Growth

Net Interest Income and Net Interest Margin



Net Interest Margin Drivers



- 32.3% YoY growth in net interest income
- Net interest income (ex. interest income on loan fees and PPP loans) increased 8.2% from 2Q21, despite a 9 bp decline in core net interest margin
- Estimated \$1.9 million of PPP fees yet to be recognized

¹ Amounts calculated on a tax-equivalent basis using statutory federal tax rate of 21%

² Excludes loan fees and PPP loan balances, interest and fees; represents a Non-GAAP financial measure, see Appendix for Non-GAAP reconciliation

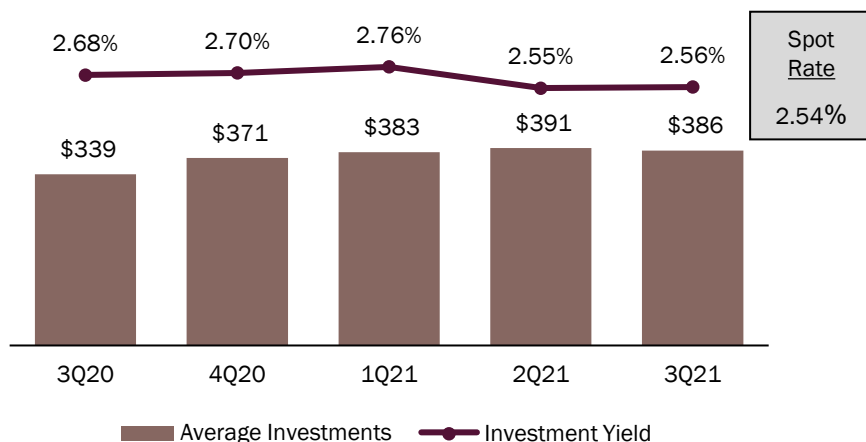
³ Impact of average cash balances from subordinated debt and preferred stock issuances in 3Q21

⁴ Cash excluding average balances from subordinated debt and preferred stock issuances in 3Q21

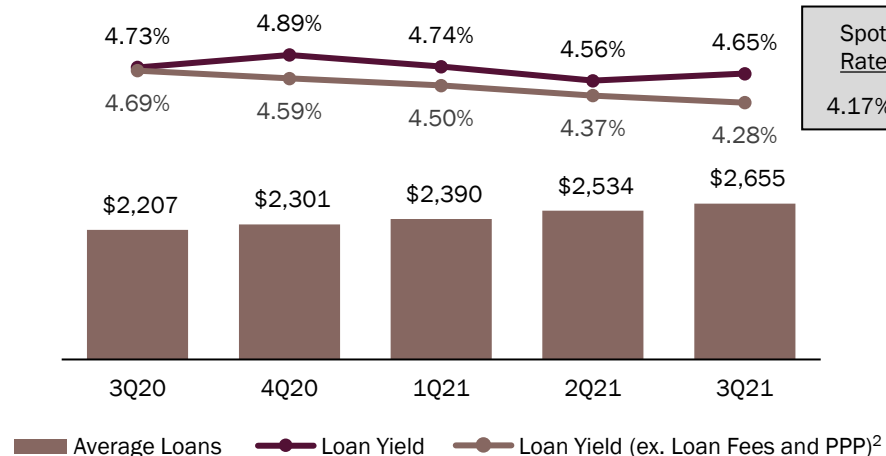
Dollars in thousands



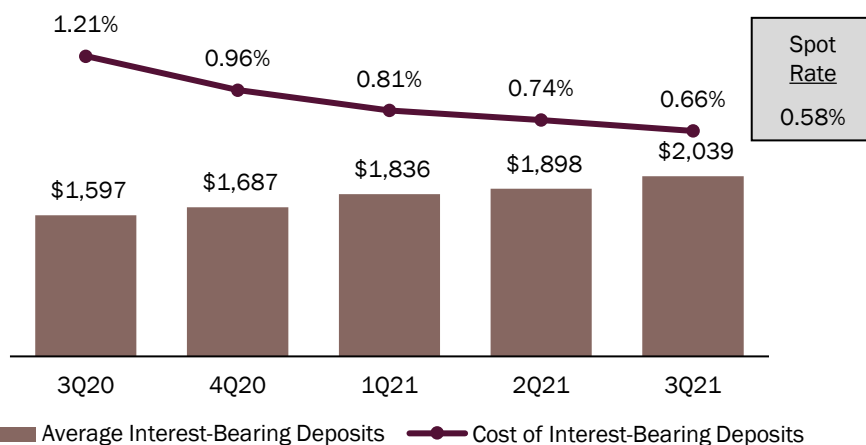
Steady Investment in Securities Portfolio



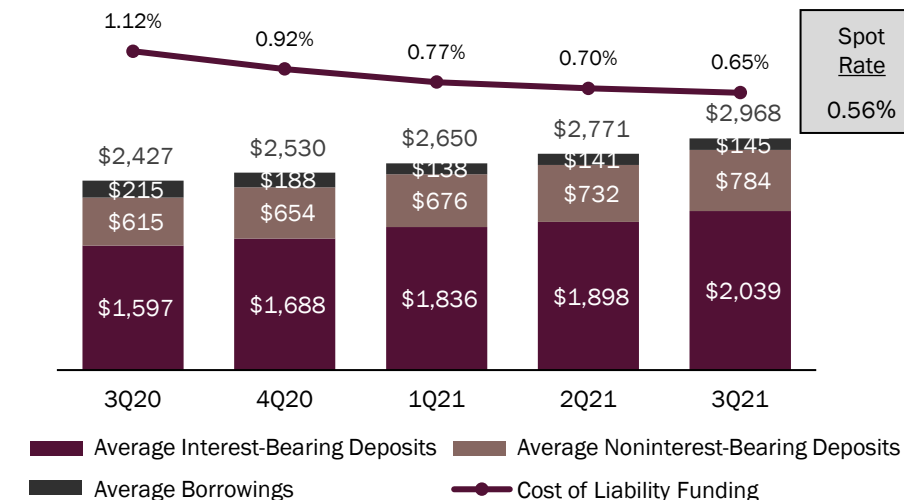
Market-Related Loan Yield Pressure as Balances Grow



Improving Deposit Mix Resulting in Lower Deposit Costs



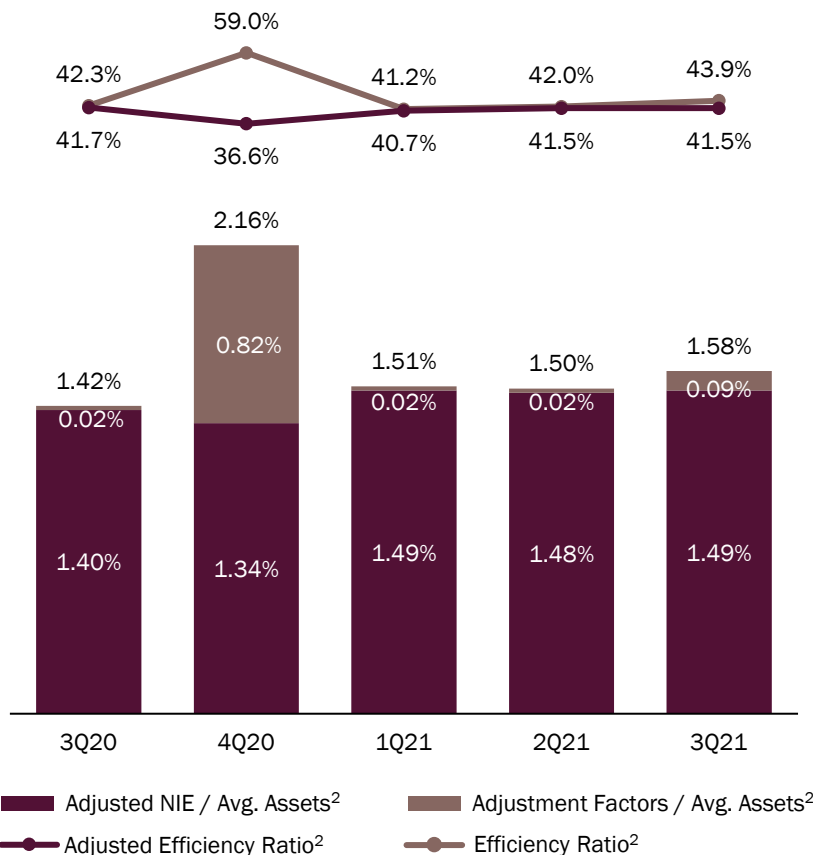
Lower Overall Funding Costs

¹ Excludes loan fees and PPP² Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation

Dollars in millions

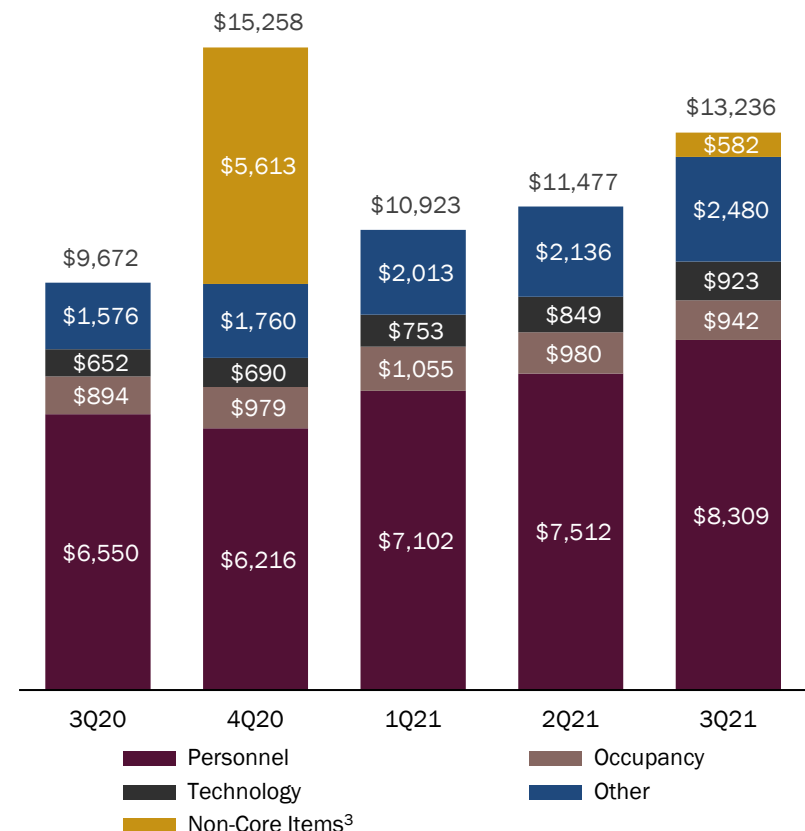
Adjusted Efficiency Ratio Consistently in the Low 40% Range

Industry median efficiency ratio of 60%¹



Continued Investments to Support Balance Sheet Growth

Increase in 3Q21 personnel expenses driven by impact of strategic new hires to support growth

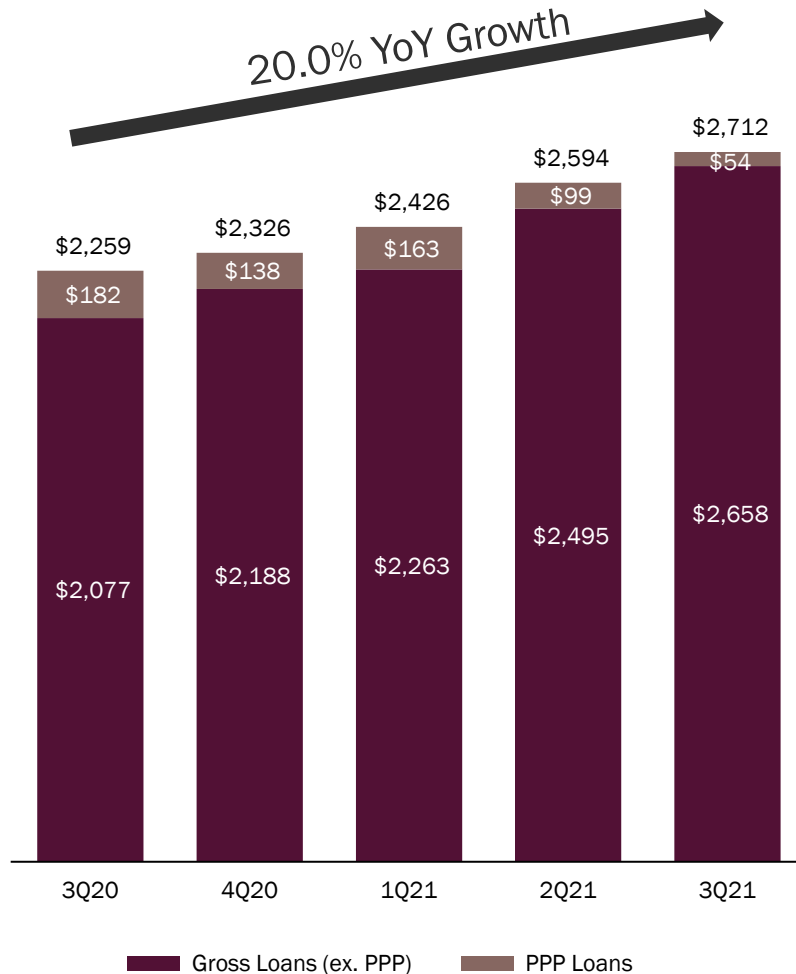


¹ 2Q21 median efficiency ratio for publicly-traded banks with total assets between \$1 billion and \$10 billion (Source: S&P Global Market Intelligence)

² Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation

³ Includes FHLB advance prepayment fees in 4Q20 and debt extinguishment costs related to accelerated sub debt redemption in 3Q21

Dollars in thousands



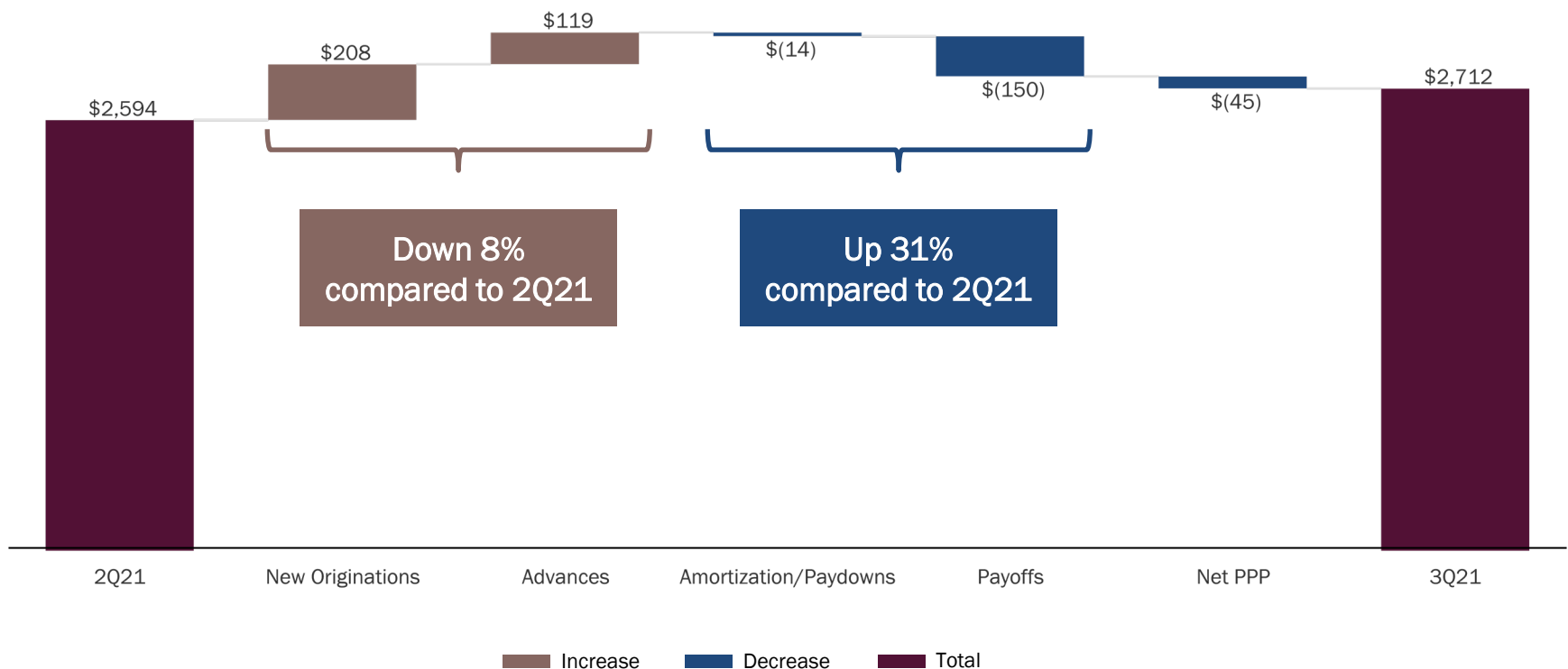
- 27.9% YoY loan growth, excluding PPP loans
- 3Q21 gross loans grew \$162.7 million, or 25.9% annualized, excluding PPP loans
- Expect near-term annualized loan growth (ex. PPP) in the high teen percent range

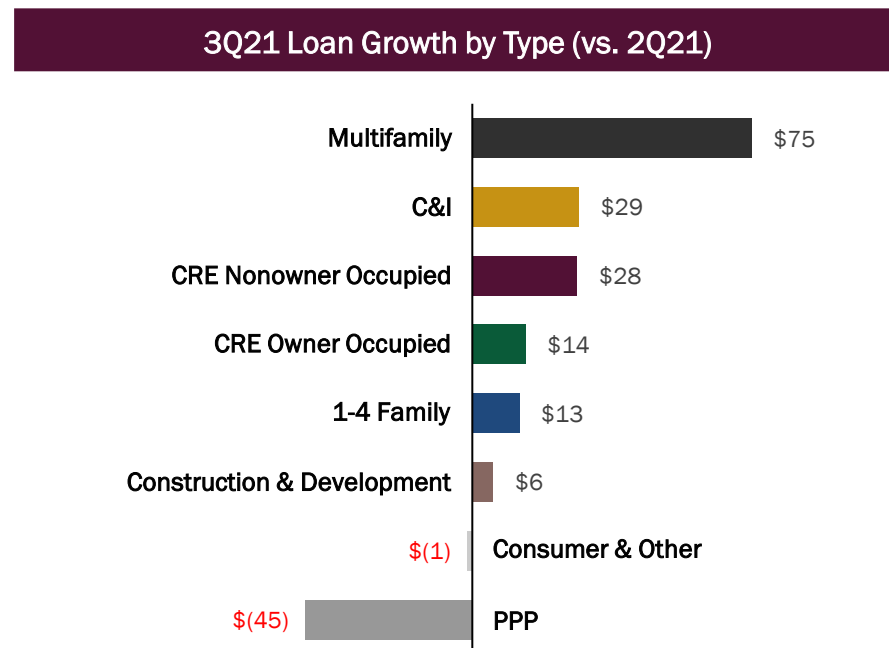
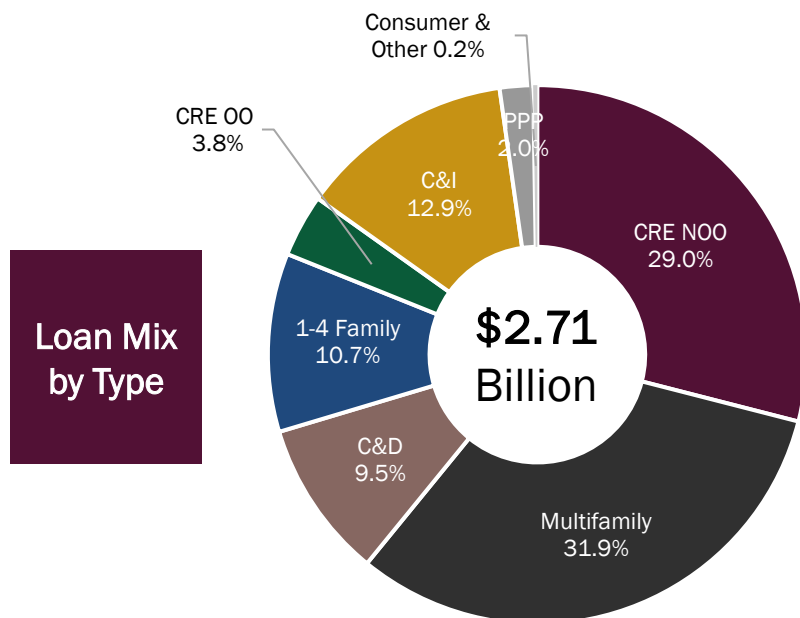
BWB Loan Growth Catalysts

- Strong brand and service model in the Twin Cities market
- M&A-related market disruption resulting in client and banker acquisition opportunities
- Expansion of talented lending teams
- PPP-related client acquisition opportunities



- Despite payoffs and paydowns of \$164 million and a net PPP balance reduction of \$45 million in 3Q21, gross loan portfolio grew \$118 million from 2Q21
- Loan pipeline remains strong and diversified among various asset classes

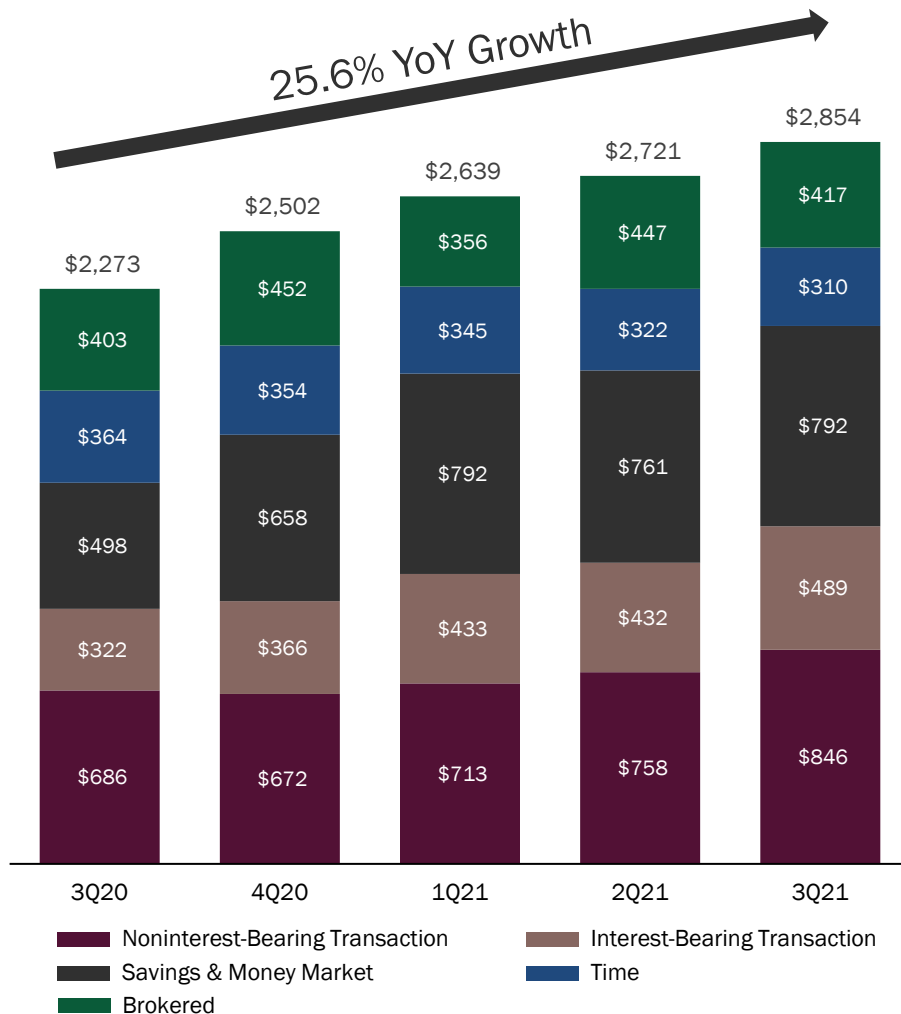




- 3Q21 loan growth across all commercial portfolios, led by multifamily
- Multifamily continues to be a key growth portfolio due to segment expertise and lower risk characteristics
- **59%** fixed rate, **22%** variable rate, and **19%** adjustable rate
- Loan modifications of \$35 million at September 30, 2021, or 1.3% of gross loans (ex. PPP)



Deposit Growth Keeping Pace With Loan Growth



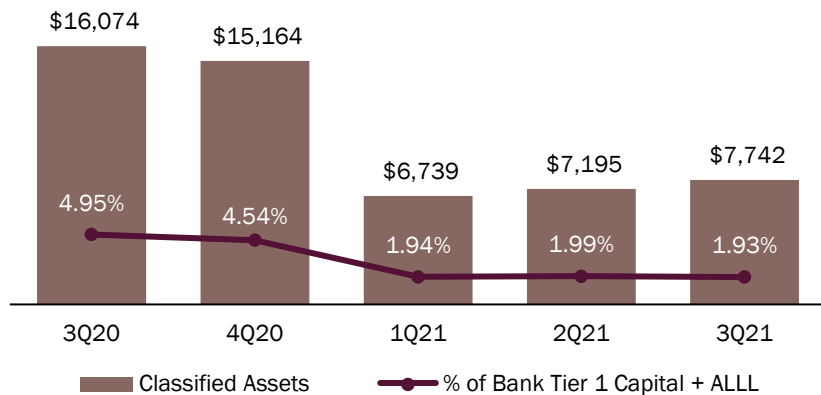
- 23.4% YoY growth in noninterest-bearing deposits
- Robust deposit inflows reflect both successful new client and banker acquisition initiatives and pandemic-related accumulation of liquidity by existing clients
- Core deposits¹ were 83% of total deposits (up from 77% at 3Q20)
- Cost of total deposits of 0.48%, down from 0.54% in 2Q21
- \$146 million in time deposits maturing over the next five quarters at a blended cost of 1.46%
- Expect deposit growth to continue to fund loan growth going forward

¹ Total deposits less brokered deposits and certificates of deposit greater than \$250,000



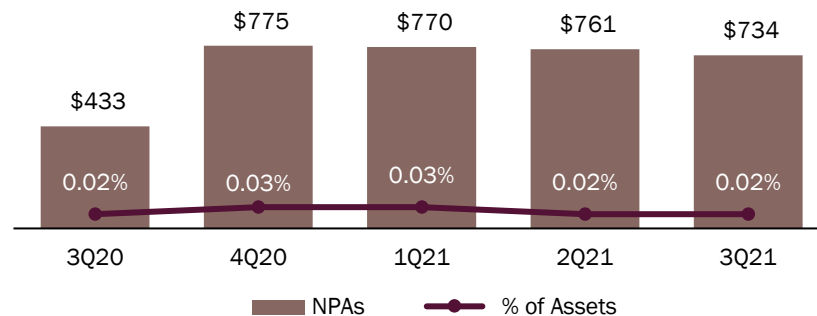
Classified Assets

2020 increase due to two COVID-related relationships



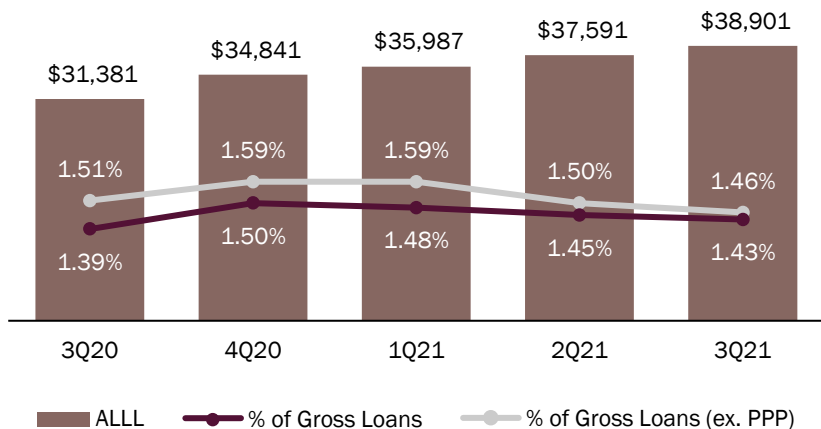
Nonperforming Assets¹

Consistently low NPA levels



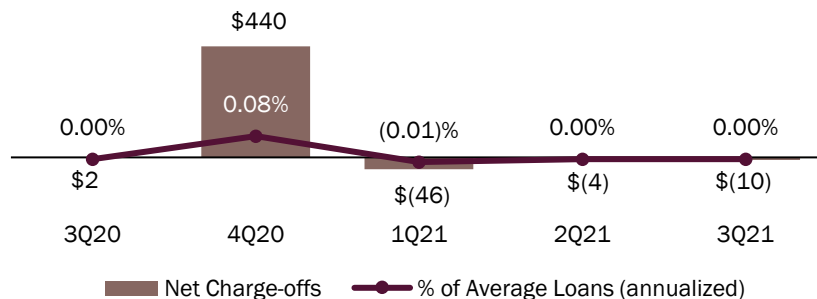
Allowance for Loan Losses

Current reserves at appropriate levels



Net Charge-Offs

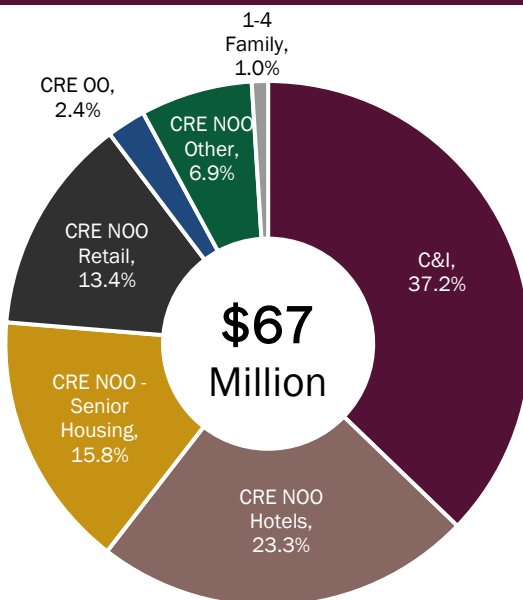
Cumulative NCOs of \$632K since 2017



¹ Nonaccrual loans, loans 90 days past due and foreclosed assets



Watch List By Loan Type

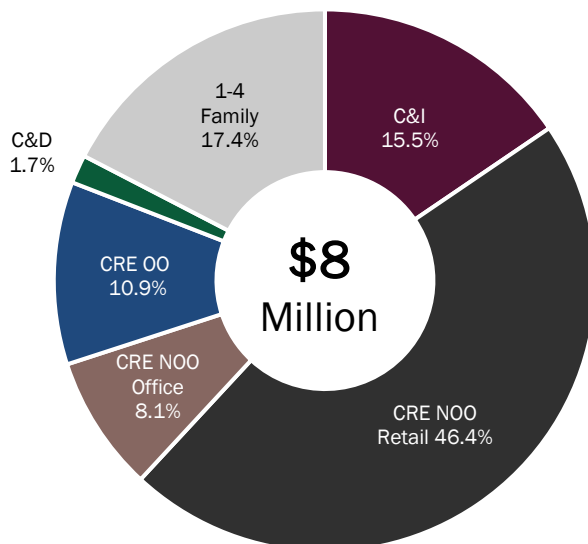


Only 4 hotel relationships as of September 30, 2021; with 2 on Watch

Watch List Characteristics

Loan Balance Outstanding	\$67,377
% of Total Loans, Gross	2.5%
Number of Loans	31
Average Loan Size	\$2,173

Classified List By Loan Type



Majority of Watch and Classified loans are pandemic-related

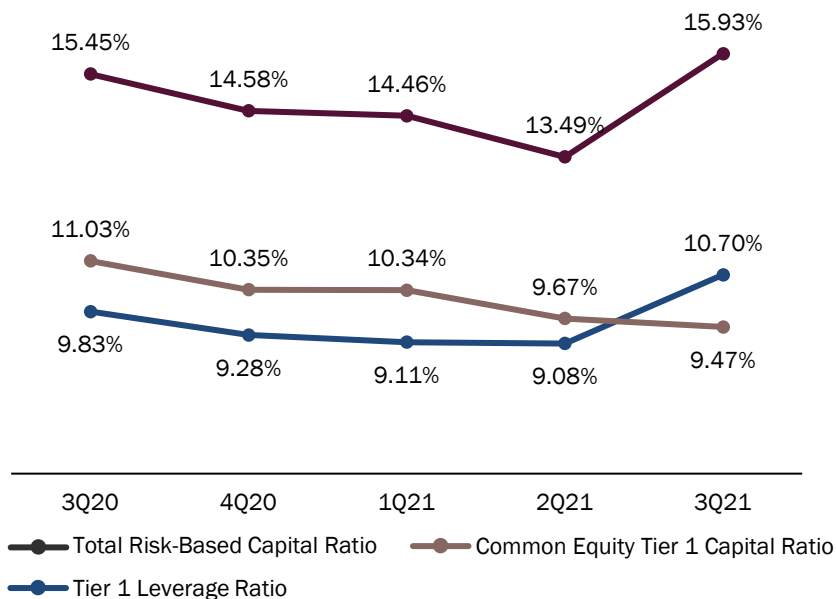
Classified List Characteristics

Loan Balance Outstanding	\$7,742
% of Total Loans, Gross	0.3%
Number of Loans	18
Average Loan Size	\$430
% of Bank Tier 1 Capital + ALLL	1.93%



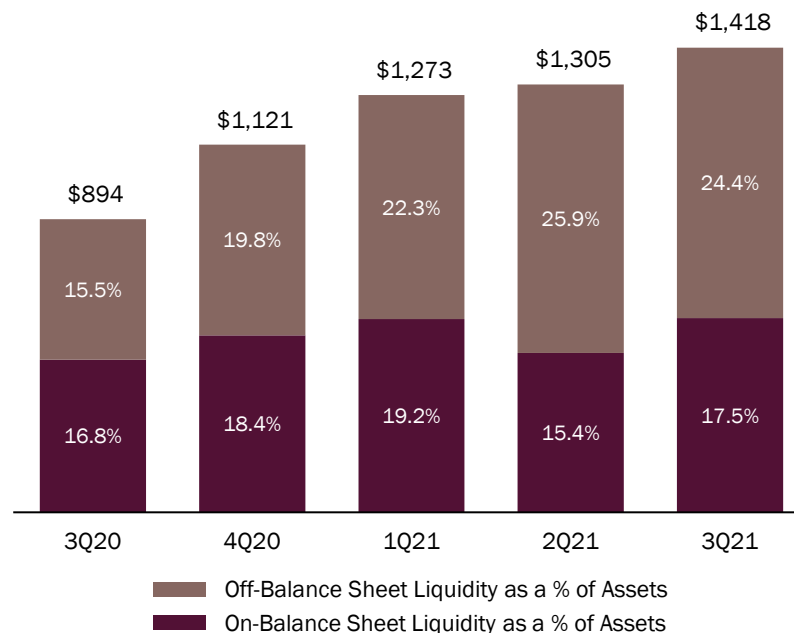
Consolidated Capital Ratios

Focus on utilizing capital to support strong loan growth



On & Off-Balance Sheet Liquidity as % of Total Assets

Investment portfolio completely unencumbered at September 30, 2021

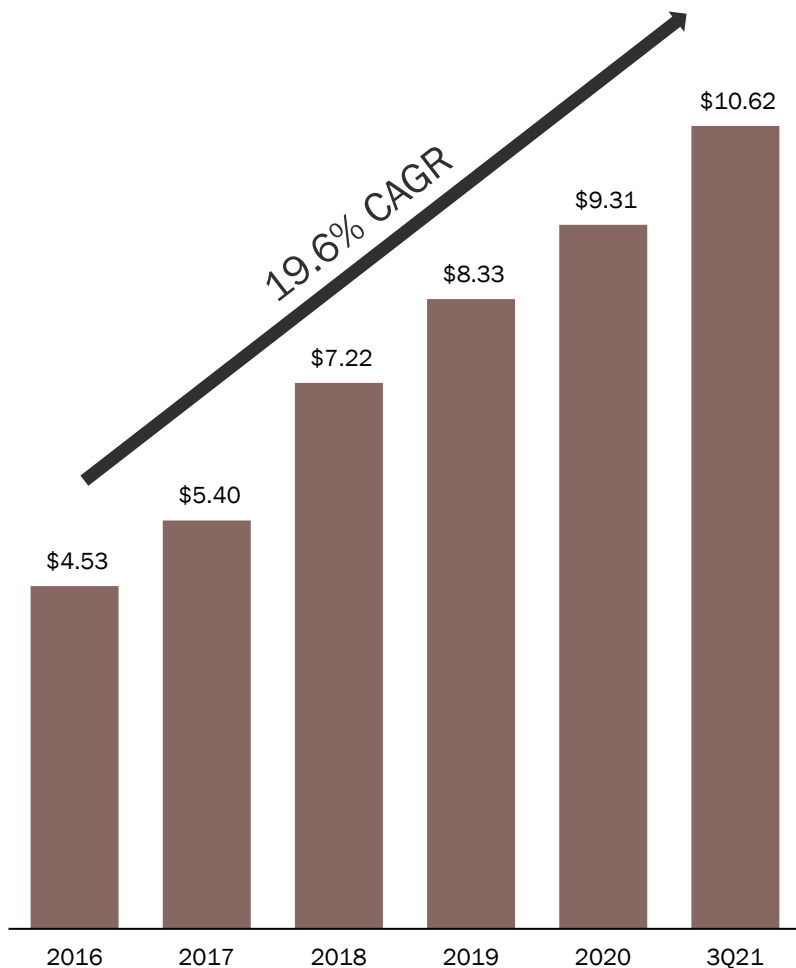


3Q21 Capital Actions

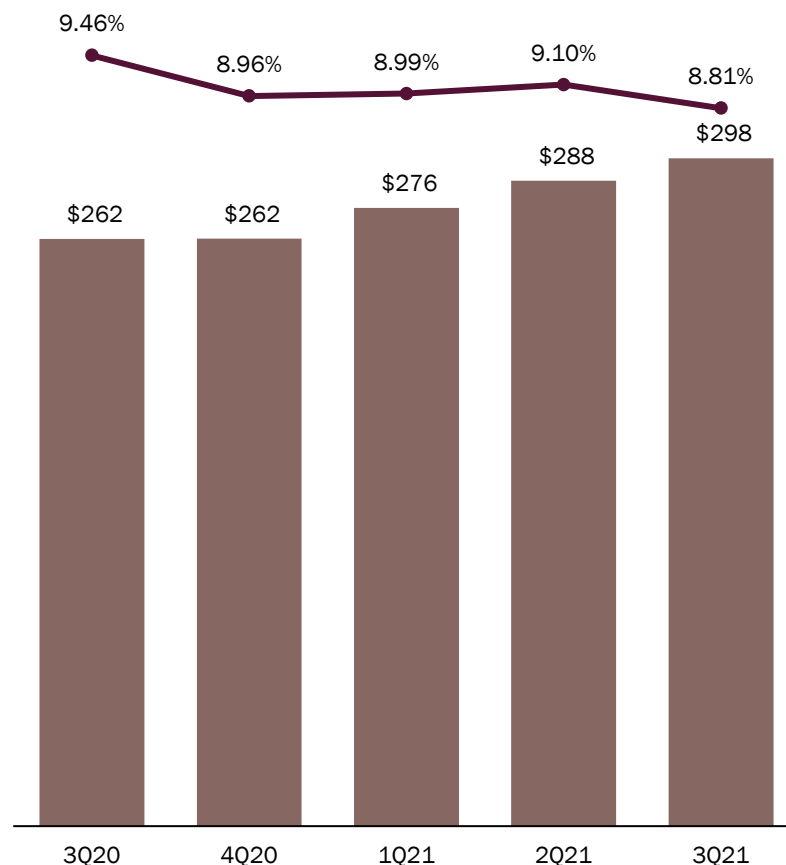
- Completed private placement of \$30.0M of 3.25% Fixed-to-Floating Rate Subordinated Notes
- Completed public offering of \$69.0M of 5.875% Non-Cumulative Perpetual Preferred Stock
- Repurchased \$11.3M of \$25.0M of 5.875% Fixed-to-Floating Rate Subordinated Notes issued in 2017
- Repurchased 126,507 shares of common stock (\$2.0M) at a weighted average price of \$16.11
- \$12.5M remaining under the current share repurchase program



Tangible Book Value Per Share¹



Tangible Common Equity



■ Tangible Common Equity¹

● Tangible Common Equity to Tangible Assets¹

¹ Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation
Dollars in millions, except per share data



- 1 **Pre-eminent real estate bank in the Twin Cities** market with a focus on multifamily lending
- 2 Operational strategy focused on generating **consistently profitable organic growth**
- 3 Superior profitability driven by a **highly efficient business model**
- 4 **Very experienced** and deep group of managers and business producers
- 5 Primary operations in the growing Twin Cities market, with **ample opportunities from bank M&A disruption**
- 6 **Proactive risk management approach** resulting in continued strong asset quality, despite the pandemic
- 7 An **unconventional culture** that is attracting and retaining top talent



Core Values

Unconventional

Responsive

Dedicated

Growth

Accuracy

APPENDIX



BRIDGEWATER
BANCSHARES, INC.



Reconciliation of Non-GAAP Financial Measures - Annual

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of these non-GAAP financial measures are provided below. The Company believes these non-GAAP financial measures provide useful information to both management and investors to analyze and evaluate the Company's financial performance. Because not all companies use the same calculations for these measures, the information in this presentation may not be comparable to other similarly titled measures as calculated by other companies.

Tangible Common Equity & Tangible Common Equity/Tangible Assets	As of and for the year ended December 31,				
	2016	2017	2018	2019	2020
Common Equity	\$ 115,366	\$ 137,162	\$ 220,998	\$ 244,794	\$ 265,405
Less: Intangible Assets	(4,060)	(3,869)	(3,678)	(3,487)	(3,296)
<i>Tangible Common Equity</i>	<u>\$ 111,306</u>	<u>\$ 133,293</u>	<u>\$ 217,320</u>	<u>\$ 241,307</u>	<u>\$ 262,109</u>
Total Assets	\$ 1,260,394	\$ 1,616,612	\$ 1,973,741	\$ 2,268,830	\$ 2,927,345
Less: Intangible Assets	(4,060)	(3,869)	(3,678)	(3,487)	(3,296)
<i>Tangible Assets</i>	<u>\$ 1,256,334</u>	<u>\$ 1,612,743</u>	<u>\$ 1,970,063</u>	<u>\$ 2,265,343</u>	<u>\$ 2,924,049</u>
<i>Tangible Common Equity/Tangible Assets</i>	8.86%	8.26%	11.03%	10.65%	8.96%

Tangible Book Value Per Share	2016	2017	2018	2019	2020
Book Value Per Common Share	\$ 4.69	\$ 5.56	\$ 7.34	\$ 8.45	\$ 9.43
Less: Effects of Intangible Assets	(0.17)	(0.16)	(0.12)	(0.12)	(0.12)
<i>Tangible Book Value Per Common Share</i>	<u>\$ 4.53</u>	<u>\$ 5.40</u>	<u>\$ 7.22</u>	<u>\$ 8.33</u>	<u>\$ 9.31</u>

Total Common Shares	24,589,861	24,679,861	30,097,274	28,973,572	28,143,493
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Reconciliation of Non-GAAP Financial Measures – Profitability, TCE and TBV

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of these non-GAAP financial measures are provided below. The Company believes these non-GAAP financial measures provide useful information to both management and investors to analyze and evaluate the Company's financial performance. Because not all companies use the same calculations for these measures, the information in this presentation may not be comparable to other similarly titled measures as calculated by other companies.

Efficiency Ratio	As of and for the quarter ended,									
	September 30, 2020	September 30, 2020*	December 31, 2020	December 31, 2020*	March 31, 2021	March 31, 2021*	June 30, 2021	June 30, 2021*	September 30, 2021	September 30, 2021*
Noninterest Expense	\$ 9,672	\$ 9,672	\$ 15,258	\$ 15,258	\$ 10,923	\$ 10,923	\$ 11,477	\$ 11,477	\$ 13,236	\$ 13,236
Less: Amortization of Tax Credit Investments	-	(145)	-	(146)	-	(118)	-	(140)	-	(152)
Less: FHLB Advances Prepayment Fee	-	-	-	(5,613)	-	-	-	-	-	-
Less: Debt Prepayment Fees	-	-	-	-	-	-	-	-	-	(582)
Less: Amortization Intangible Assets	(48)	(48)	(48)	(48)	(48)	(48)	(47)	(47)	(48)	(48)
Adjusted Noninterest Expense	<u>\$ 9,624</u>	<u>\$ 9,479</u>	<u>\$ 15,210</u>	<u>\$ 9,451</u>	<u>\$ 10,875</u>	<u>\$ 10,757</u>	<u>\$ 11,430</u>	<u>\$ 11,290</u>	<u>\$ 13,188</u>	<u>\$ 12,454</u>
Net Interest Income	\$ 21,679	\$ 21,679	\$ 24,841	\$ 24,841	\$ 25,395	\$ 25,395	\$ 26,288	\$ 26,288	\$ 28,673	\$ 28,673
Noninterest Income	1,157	1,157	986	986	1,008	1,008	1,603	1,603	1,410	1,410
Less: Gain on Sales of Securities	(109)	(109)	(30)	(30)	-	-	(702)	(702)	(48)	(48)
Adjusted Operating Revenue	<u>\$ 22,727</u>	<u>\$ 22,727</u>	<u>\$ 25,797</u>	<u>\$ 25,797</u>	<u>\$ 26,403</u>	<u>\$ 26,403</u>	<u>\$ 27,189</u>	<u>\$ 27,189</u>	<u>\$ 30,035</u>	<u>\$ 30,035</u>
Efficiency Ratio	42.3%	41.7%	59.0%	36.6%	41.2%	40.7%	42.0%	41.5%	43.9%	41.5%

Tangible Common Equity & Tangible Common Equity/Tangible Assets	As of and for the quarter ended,				
	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021	September 30, 2021
Total Shareholders' Equity	\$ 265,432	\$ 265,405	\$ 279,171	\$ 290,830	\$ 367,803
Less: Preferred Stock	-	-	-	-	(66,515)
Total Common Shareholders' Equity	265,432	265,405	279,171	290,830	301,288
Less: Intangible Assets	(3,344)	(3,296)	(3,248)	(3,200)	(3,153)
Tangible Common Equity	<u>\$ 262,088</u>	<u>\$ 262,109</u>	<u>\$ 275,923</u>	<u>\$ 287,630</u>	<u>\$ 298,135</u>
Total Assets	\$ 2,774,564	\$ 2,927,345	\$ 3,072,359	\$ 3,162,612	\$ 3,389,125
Less: Intangible Assets	(3,344)	(3,296)	(3,248)	(3,200)	(3,153)
Tangible Assets	<u>\$ 2,771,220</u>	<u>\$ 2,924,049</u>	<u>\$ 3,069,111</u>	<u>\$ 3,159,412</u>	<u>\$ 3,385,972</u>
Tangible Common Equity/Tangible Assets	9.46%	8.96%	8.99%	9.10%	8.81%

Tangible Book Value Per Share	As of and for the quarter ended,				
	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021	September 30, 2021
Book Value Per Common Share	\$ 9.25	\$ 9.43	\$ 9.92	\$ 10.33	\$ 10.73
Less: Effects of Intangible Assets	(0.12)	(0.12)	(0.12)	(0.11)	(0.11)
Tangible Book Value Per Common Share	<u>\$ 9.13</u>	<u>\$ 9.31</u>	<u>\$ 9.80</u>	<u>\$ 10.22</u>	<u>\$ 10.62</u>

As of and for the quarter ended	
Diluted EPS, ROA & ROATCE	September 30, 2021
Net Income	\$ 11,509
Add: Debt Prepayment Fees	582
Less: Tax Impact	(151)
Net Income, Excluding Impact of Debt Prepayment Fees	<u>\$ 11,940</u>
Average Total Shareholders' Equity	\$ 330,604
Less: Average Preferred Stock	(32,332)
Average Total Common Shareholders' Equity	<u>\$ 298,272</u>
Less: Effects of Average Intangible Assets	(3,180)
Average Tangible Common Equity	<u>\$ 295,092</u>
Annualized Return on Average Tangible Common Equity	15.47%
Diluted Weighted Average Shares Outstanding	<u>\$ 29,110,547</u>
Diluted Earnings Per Common Share Excluding Impact of Debt Prepayment Fees	<u>\$ 0.41</u>

Total Common Shares	28,710,775	28,143,493	28,132,929	28,162,777	28,066,822
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* Efficiency Ratio is adjusted to exclude the historic tax credit amortization, FHLB prepayment fees and debt prepayment fees.
Dollars in thousands

Reconciliation of Non-GAAP Financial Measures – PPNR

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of these non-GAAP financial measures are provided below. The Company believes these non-GAAP financial measures provide useful information to both management and investors to analyze and evaluate the Company's financial performance. Because not all companies use the same calculations for these measures, the information in this presentation may not be comparable to other similarly titled measures as calculated by other companies.

	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021	September 30, 2021
Pre-Provision Net Revenue					
Noninterest Income	\$ 1,157	\$ 986	\$ 1,008	\$ 1,603	\$ 1,410
Less: Gain on sales on Securities	(109)	(30)	-	(702)	(48)
Total Operating Noninterest Income	1,048	956	1,008	901	1,362
Plus: Net Interest Income	21,679	24,841	25,395	26,288	28,673
Net Operating Revenue	22,727	25,797	26,403	27,189	30,035
Noninterest Expense	\$ 9,672	\$ 15,258	\$ 10,923	\$ 11,477	\$ 13,236
Less: Amortization of Tax Credit Investments	(145)	(146)	(118)	(140)	(152)
Less: FHLB Advances Prepayment Fees	-	(5,613)	-	-	-
Less: Debt Prepayment Fee	-	-	-	-	(582)
Total Operating Noninterest Expense	9,527	9,499	10,805	11,337	12,502
Pre-Provision Net Revenue	\$ 13,200	\$ 16,298	\$ 15,598	\$ 15,852	\$ 17,533
Plus:					
Non-Operating Revenue Adjustments	109	30	-	702	48
Less:					
Provision for Loan Losses	3,750	3,900	1,100	1,600	1,300
Non-Operating Expense Adjustments	145	5,759	118	140	734
Provision for Income Taxes	2,240	1,690	3,709	3,821	4,038
Net Income	\$ 7,174	\$ 4,979	\$ 10,671	\$ 10,993	\$ 11,509
Average Assets	\$ 2,711,755	\$ 2,816,032	\$ 2,940,262	\$ 3,076,712	\$ 3,332,301
Pre-Provision Net Revenue Return on Average Assets	1.94%	2.30%	2.15%	2.07%	2.09%

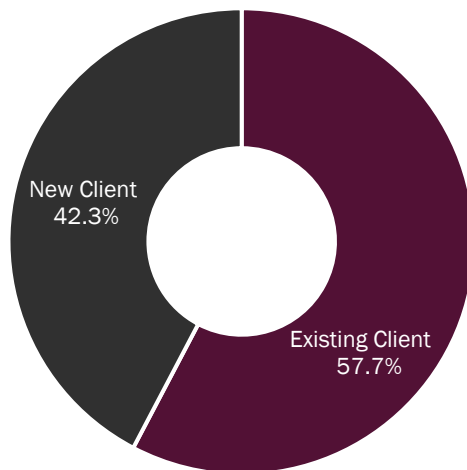
Reconciliation of Quarterly Non-GAAP Financial Measures – Core NIM

This presentation includes certain non-GAAP financial measures intended to supplement, not substitute for, comparable GAAP measures. Reconciliations of these non-GAAP financial measures are provided below. The Company believes these non-GAAP financial measures provide useful information to both management and investors to analyze and evaluate the Company's financial performance. Because not all companies use the same calculations for these measures, the information in this presentation may not be comparable to other similarly titled measures as calculated by other companies.

Core Net Interest Margin	As of and for the quarter ended,				
	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021	September 30, 2021
Net Interest Income (Tax-Equivalent Basis)	\$ 21,898	\$ 25,051	\$ 25,609	\$ 26,495	\$ 28,880
Less: Loan Fees	(1,198)	(1,514)	(1,202)	(1,023)	(1,487)
Less: PPP Interest and Fees	(1,173)	(2,097)	(1,864)	(1,767)	(1,753)
Core Net Interest Margin	<u>\$ 19,527</u>	<u>\$ 21,440</u>	<u>\$ 22,543</u>	<u>\$ 23,705</u>	<u>\$ 25,640</u>
Average Interest Earning Assets	\$ 2,655,882	\$ 2,759,543	\$ 2,883,084	\$ 3,019,437	\$ 3,234,301
Less: Average PPP Loans	(181,397)	(165,099)	(148,881)	(149,312)	(76,006)
Core Average Interest Earning Assets	<u>\$ 2,474,485</u>	<u>\$ 2,594,444</u>	<u>\$ 2,734,203</u>	<u>\$ 2,870,125</u>	<u>\$ 3,158,295</u>
Core Net Interest Margin	3.14%	3.29%	3.34%	3.31%	3.22%
Loan Interest Income (Tax-Equivalent Basis)	\$ 26,254	\$ 28,265	\$ 27,938	\$ 28,778	\$ 31,101
Less: Loan Fees	(1,198)	(1,514)	(1,202)	(1,023)	(1,487)
Less: PPP Interest and Fees	(1,173)	(2,097)	(1,864)	(1,767)	(1,753)
Core Loan Interest Income	<u>\$ 23,883</u>	<u>\$ 24,654</u>	<u>\$ 24,872</u>	<u>\$ 25,988</u>	<u>\$ 27,861</u>
Average Loans	\$ 2,206,807	\$ 2,301,328	\$ 2,389,919	\$ 2,534,071	\$ 2,655,027
Less: Average PPP Loans	(181,397)	(165,099)	(148,881)	(149,312)	(76,006)
Core Average Loans	<u>\$ 2,025,410</u>	<u>\$ 2,136,229</u>	<u>\$ 2,241,038</u>	<u>\$ 2,384,759</u>	<u>\$ 2,579,021</u>
Core Loan Yield	4.69%	4.59%	4.50%	4.37%	4.28%



New vs.
Existing
Client



PPP Origination Summary as of 9/30/2021

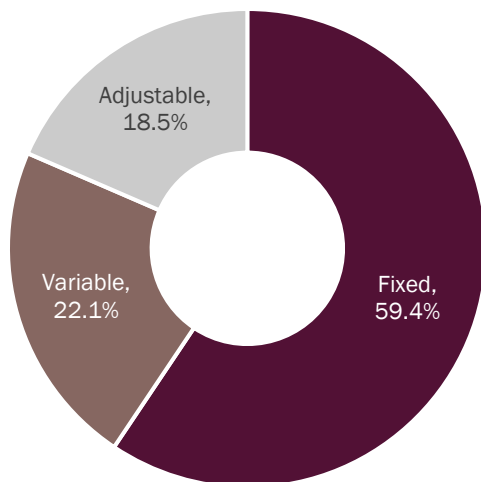
	Number of Loans	Principal Balance	Origination Fees
Round 1	1,200	\$ 181,600	\$ 5,706
Round 2	651	78,386	3,544
Total	1,851	\$ 259,986	\$ 9,250

PPP Outstanding Summary

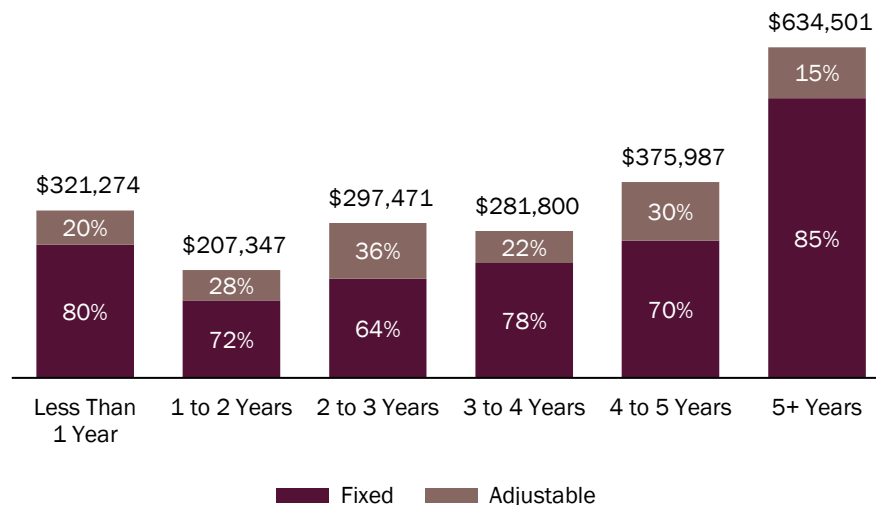
	As of and for the Three Months Ended 9/30/2021				Program Lifetime	
	# of Loans	Principal Balance	Net Fees Earned	Unrecognized Fees	Net Fees Generated	Net Fees Earned
Round 1	72	\$ 6,715	\$ 294	\$ 82	\$ 5,706	\$ 5,624
Round 2	301	47,475	1,271	1,775	3,544	1,769
Total	373	\$ 54,190	\$1,565	\$ 1,857	\$ 9,250	\$ 7,393



Loan Portfolio – Repricing Composition



Fixed/Adjustable Years to Maturity/Repricing

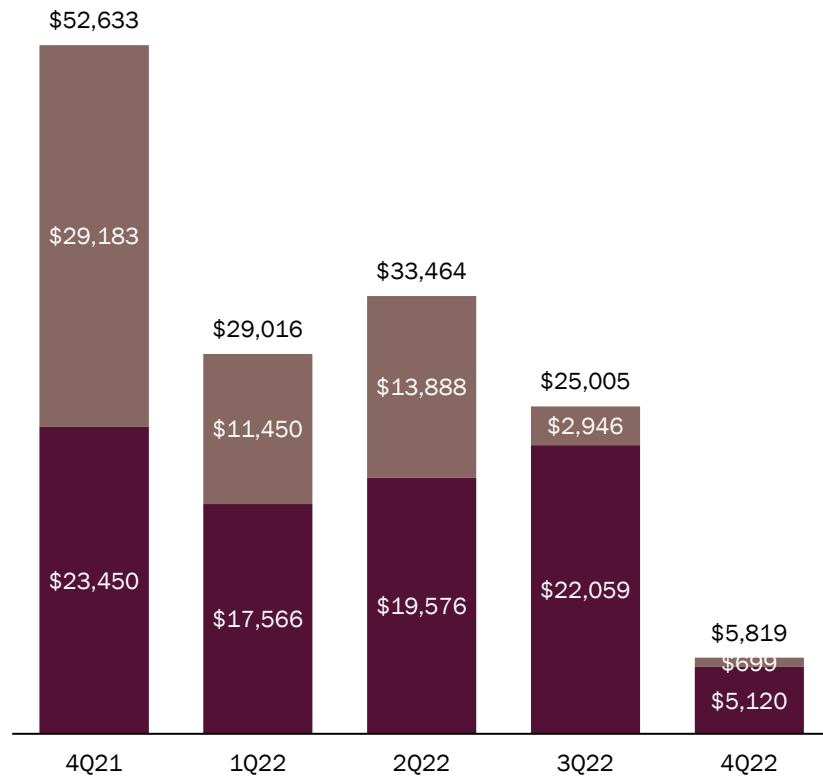


Variable/Adjustable Loans vs. Rate Floors

Index Rate	At Floor	0 to -25 bps	-26 to -50 bps	-51 to -75 bps	-76 to -100 bps	> -100 bps	Total
PRIME	\$ 334,757	\$ 24,587	\$ 8,509	\$ 16	\$ 115	\$ 62	\$ 368,047
Libor	\$ 141,560	\$ 12,351	\$ -	\$ -	\$ 10,798	\$ -	\$ 164,709
SOFR	\$ 2,274	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,274
2 Yr FHLB	\$ 9,694	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,694
3 Yr FHLB	\$ 85,932	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85,932
5 Yr FHLB	\$ 73,834	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 73,834
90 Day T-Bill	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
1 Yr CMT	\$ 3,743	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,743
2 Yr CMT	\$ 116	\$ -	\$ 8,455	\$ -	\$ -	\$ -	\$ 8,571
3 Yr CMT	\$ 74,820	\$ 3,629	\$ 2,358	\$ 767	\$ 8,843	\$ 10,804	\$ 101,220
5 Yr CMT	\$ 164,511	\$ 1,188	\$ 2,303	\$ 5,401	\$ 1,635	\$ 11,438	\$ 186,475
Total	\$ 901,240	\$ 41,755	\$ 21,624	\$ 6,184	\$ 21,392	\$ 22,303	\$ 1,014,499

Time Deposit Maturities

\$146 million in time deposits maturing over the next five quarters at a blended cost of 1.46%



■ Retail Time Deposit Maturities ■ Wholesale Time Deposit Maturities

Time Deposit Repricing

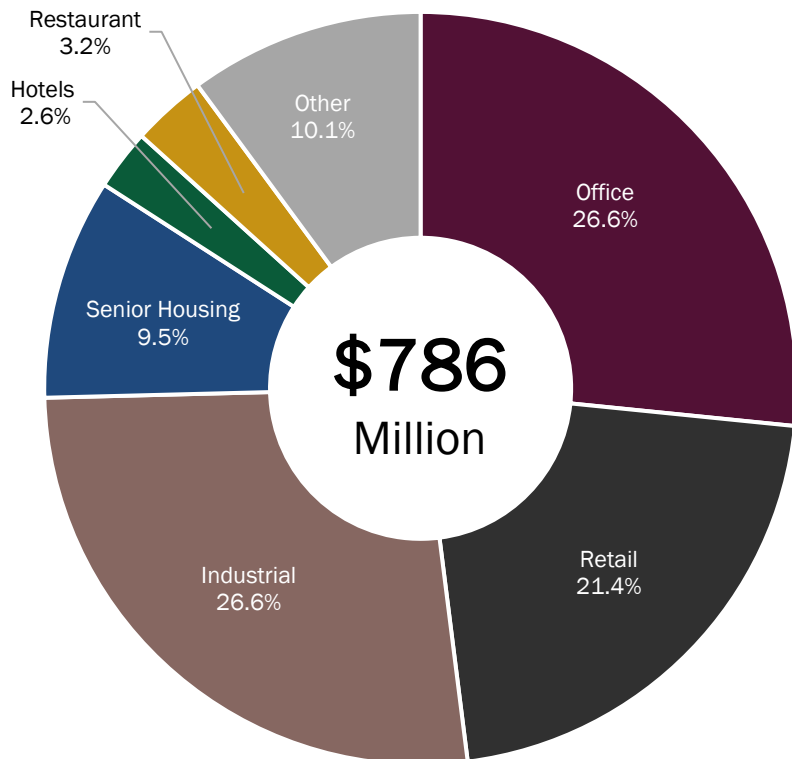
Maturity Dates	Balance	Weighted Avg. Yield	Implied Repricing Rate ¹	% of Total Portfolio
Oct-21	\$ 27,360	1.51%	0.61%	5.20%
Nov-21	10,637	1.37%	0.47%	2.02%
Dec-21	14,636	1.62%	0.50%	2.78%
Jan-22	11,906	1.24%	0.36%	2.26%
Feb-22	11,359	1.68%	0.64%	2.16%
Mar-22	5,751	1.31%	0.39%	1.09%
Apr-22	12,418	1.96%	0.56%	2.36%
May-22	10,844	1.58%	0.46%	2.06%
Jun-22	10,202	1.71%	0.56%	1.94%
Jul-22	9,045	0.76%	0.31%	1.72%
Aug-22	7,941	1.10%	0.54%	1.51%
Sep-22	8,019	0.75%	0.35%	1.52%
Oct-22	1,442	2.37%	0.60%	0.27%
Nov-22	2,001	1.59%	0.55%	0.38%
Dec-22	2,376	2.26%	0.54%	0.45%
Total	\$ 145,937	1.46%	0.50%	27.75%

¹ Rate indicated assumes renewal into like term at market rates as of October 12, 2021

Dollars in thousands



By Property Type



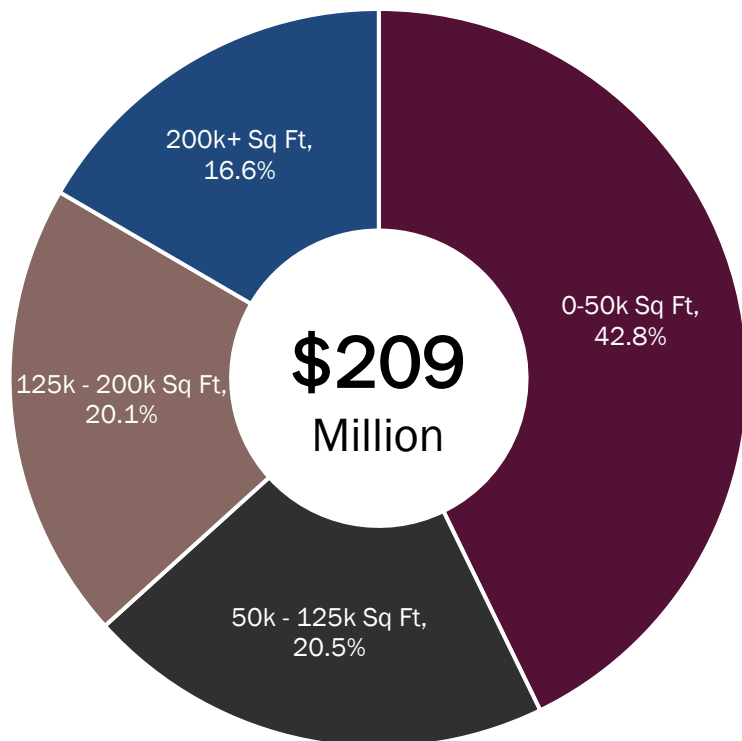
Portfolio Characteristics – CRE NOO

Loan Balance Outstanding	\$786,271
% of Total Loans, Gross	29.0%
Number of Loans	375
Average Loan Size	\$2,097
Loan-to-Value (Weighted Average)	61.1%
5 Year Net Charge-Offs (%)	0.01%

Risk Rating	Number of Loans	3Q21 Total
Pass	360	\$ 742,074
Watch	10	39,979
Classified	5	4,218
Total	375	\$ 786,271



By Property Square Footage



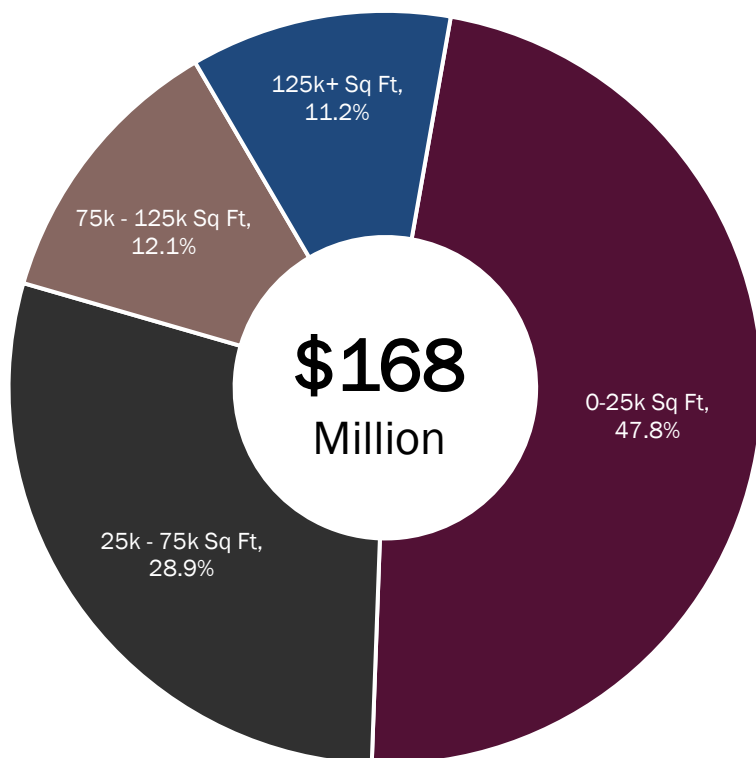
Portfolio Characteristics – CRE NOO Office

Loan Balance Outstanding	\$209,329
% of Total Loans, Gross	7.7%
Number of Loans	98
Average Loan Size	\$2,136
Loan-to-Value (Weighted Average)	63.0%

Risk Rating	Number of Loans	3Q21 Total
Pass	96	\$ 208,705
Watch	-	-
Classified	2	624
Total	98	\$ 209,329



By Property Square Footage



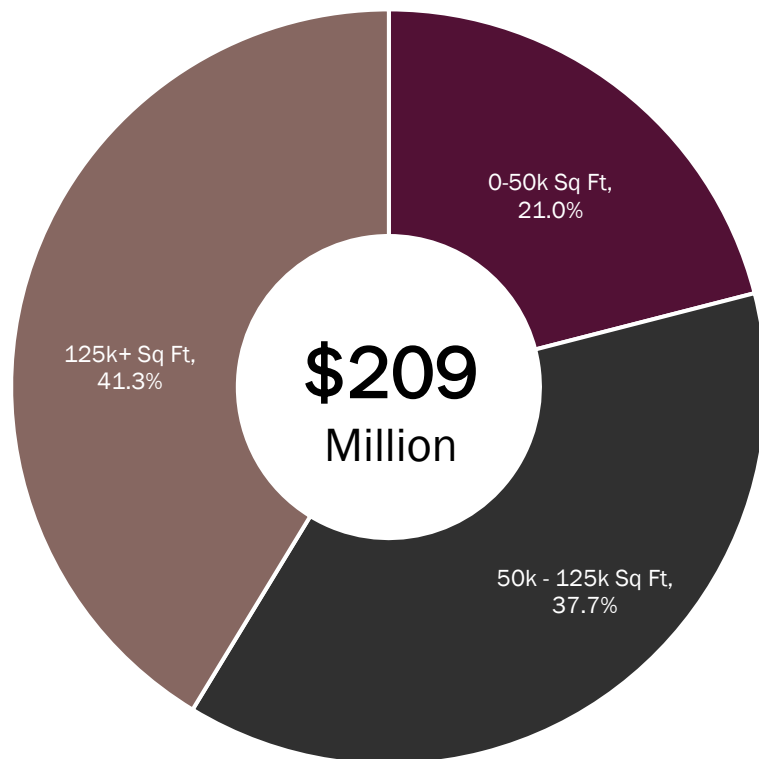
Portfolio Characteristics – CRE NOO Retail

Loan Balance Outstanding	\$168,380
% of Total Loans, Gross	6.2%
Number of Loans	99
Average Loan Size	\$1,701
Loan-to-Value (Weighted Average)	62.2%

Risk Rating	Number of Loans	3Q21 Total
Pass	92	\$ 155,756
Watch	4	9,030
Classified	3	3,594
Total	99	\$ 168,380



By Property Square Footage



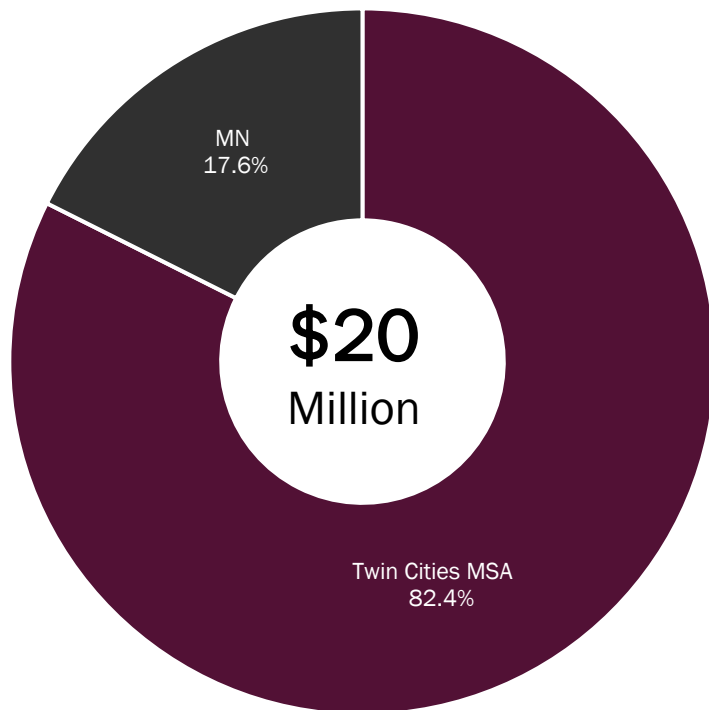
Portfolio Characteristics – CRE NOO Industrial

Loan Balance Outstanding	\$208,981
% of Total Loans, Gross	7.7%
Number of Loans	78
Average Loan Size	\$2,679
Loan-to-Value (Weighted Average)	59.0%

Risk Rating	Number of Loans	3Q21 Total
Pass	78	\$ 208,981
Watch	-	-
Classified	-	-
Total	78	\$ 208,981



By Geography¹



Portfolio Characteristics – CRE NOO Hotels

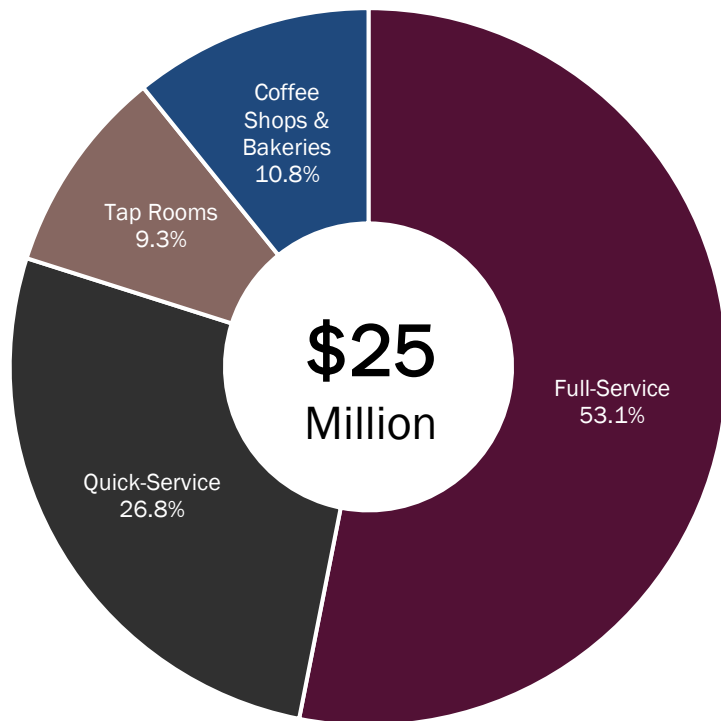
Loan Balance Outstanding	\$20,138
% of Total Loans, Gross	0.7%
Number of Loans	6
Average Loan Size	\$3,356
Loan-to-Value (Weighted Average)	72.3%

Risk Rating	Number of Loans	3Q21 Total
Pass	3	\$ 4,451
Watch	3	15,687
Classified	-	-
Total	6	\$ 20,138

¹ Based on state of primary real property collateral if available, otherwise borrower address is used
Dollars in thousands



By Restaurant Type



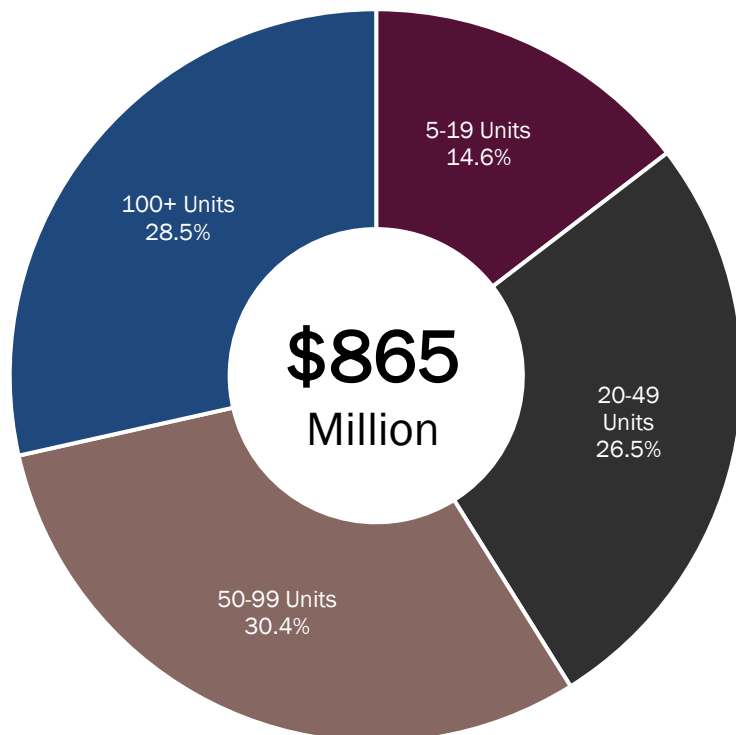
Portfolio Characteristics – CRE NOO Restaurants

Loan Balance Outstanding	\$25,433
% of Total Loans, Gross	0.9%
Number of Loans	18
Average Loan Size	\$1,413
Loan-to-Value (Weighted Average)	61.7%

Risk Rating	Number of Loans	3Q21 Total
Pass	18	\$ 25,433
Watch	-	-
Classified	-	-
Total	18	\$ 25,433



By Unit Type



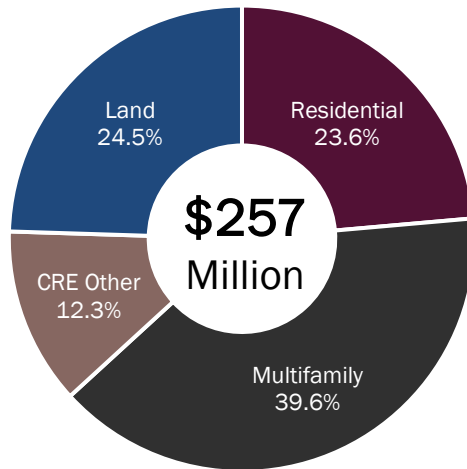
Portfolio Characteristics – Multifamily

Loan Balance Outstanding	\$865,172
% of Total Loans, Gross	31.9%
Number of Loans	353
Average Loan Size	\$2,451
Loan-to-Value (Weighted Average)	63.8%
5 Year Net Charge-Offs (%)	0.00%

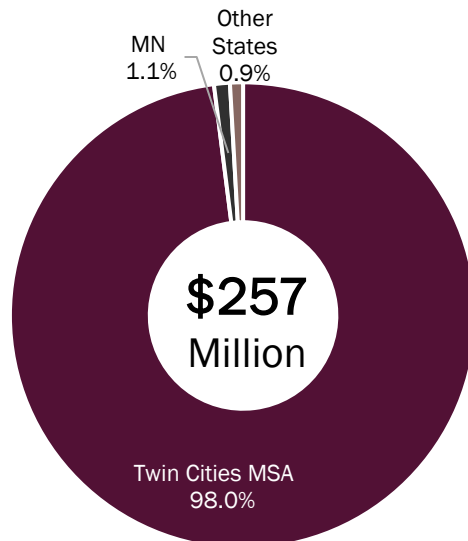
Risk Rating	Number of Loans	3Q21 Total
Pass	353	\$ 865,172
Watch	-	-
Classified	-	-
Total	353	\$ 865,172



By Property Type



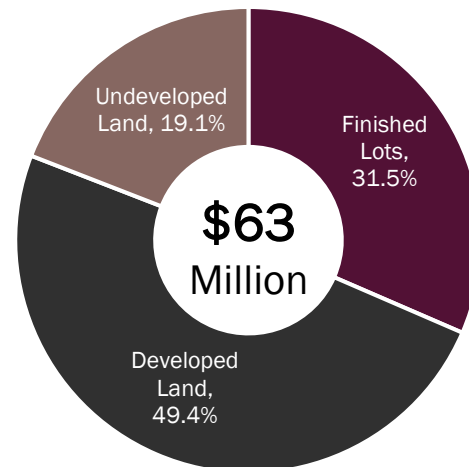
By Geography¹



Portfolio Characteristics – C&D

Loan Balance Outstanding	\$257,167
% of Total Loans, Gross	9.5%
% Utilization of Commitments	38.1%
Number of Loans	343
Average Loan Size	\$750
Loan-to-Value (Weighted Average)	60.7%
5 Year Net Charge-Offs (%)	0.00%

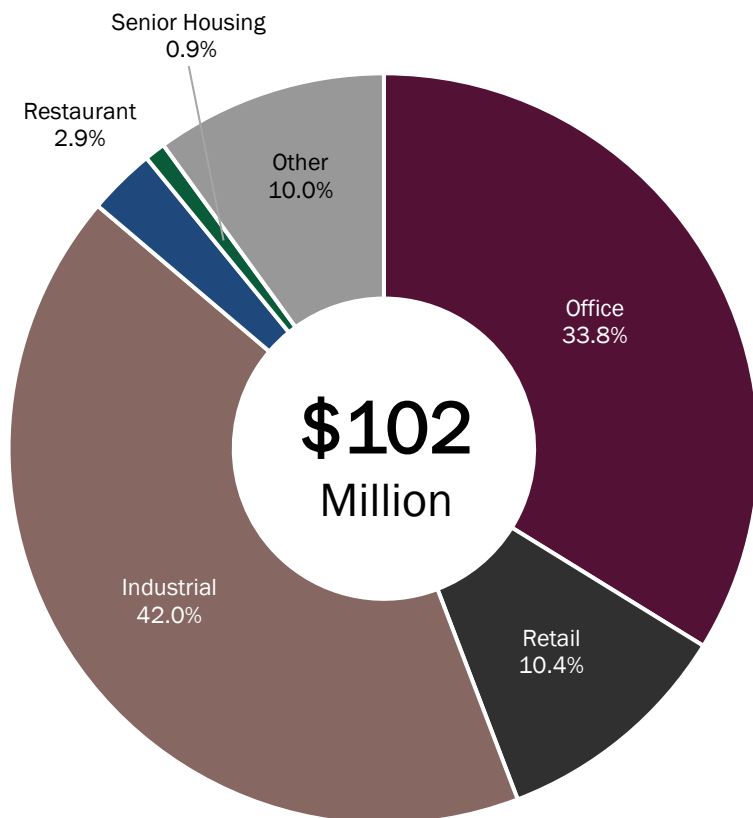
Land Portfolio Composition



¹ Based on state of primary real property collateral if available, otherwise borrower address is used
Dollars in thousands



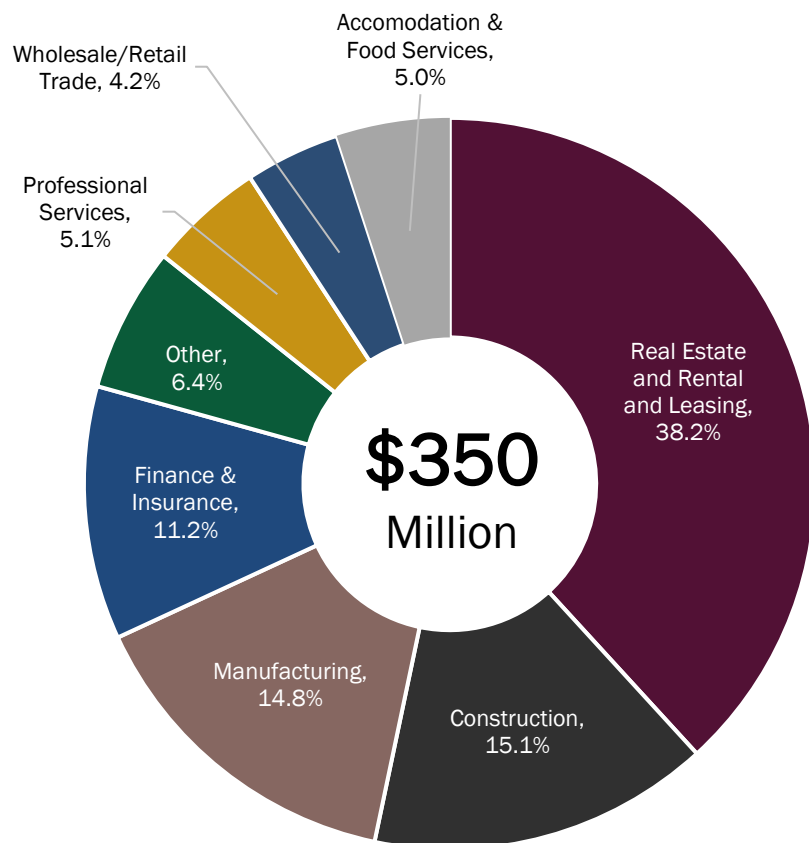
By Property Type



Portfolio Characteristics – CRE OO

Loan Balance Outstanding	\$101,834
% of Total Loans, Gross	3.8%
Number of Loans	150
Average Loan Size	\$679
Loan-to-Value (Weighted Average)	60.2%
5 Year Net Charge-Offs (%)	(0.01)%

Risk Rating	Number of Loans	3Q21 Total
Pass	144	\$ 99,396
Watch	2	1,597
Classified	4	841
Total	150	\$ 101,834

By Industry¹

Portfolio Characteristics – C&I

Loan Balance Outstanding	\$350,081
% of Total Loans, Gross	12.9%
Number of Loans	761
Average Loan Size	\$460
Number of Relationships	478
5 Year Net Charge-Offs (%)	0.03%

Risk Rating	Number of Loans	3Q21 Total
Pass	740	\$ 323,787
Watch	17	25,091
Classified	4	1,203
Total	761	\$ 350,081

¹ Distribution by North American Industry Classification System (NAICS). Any industries included in Other category are individually < 3% of total portfolio
Dollars in thousands



THANK YOU



BRIDGEWATER
BANCSHARES, INC.