INVESTOR PRESENTATION

October 27, 2021

COASTAL FINANCIAL CORPORATION

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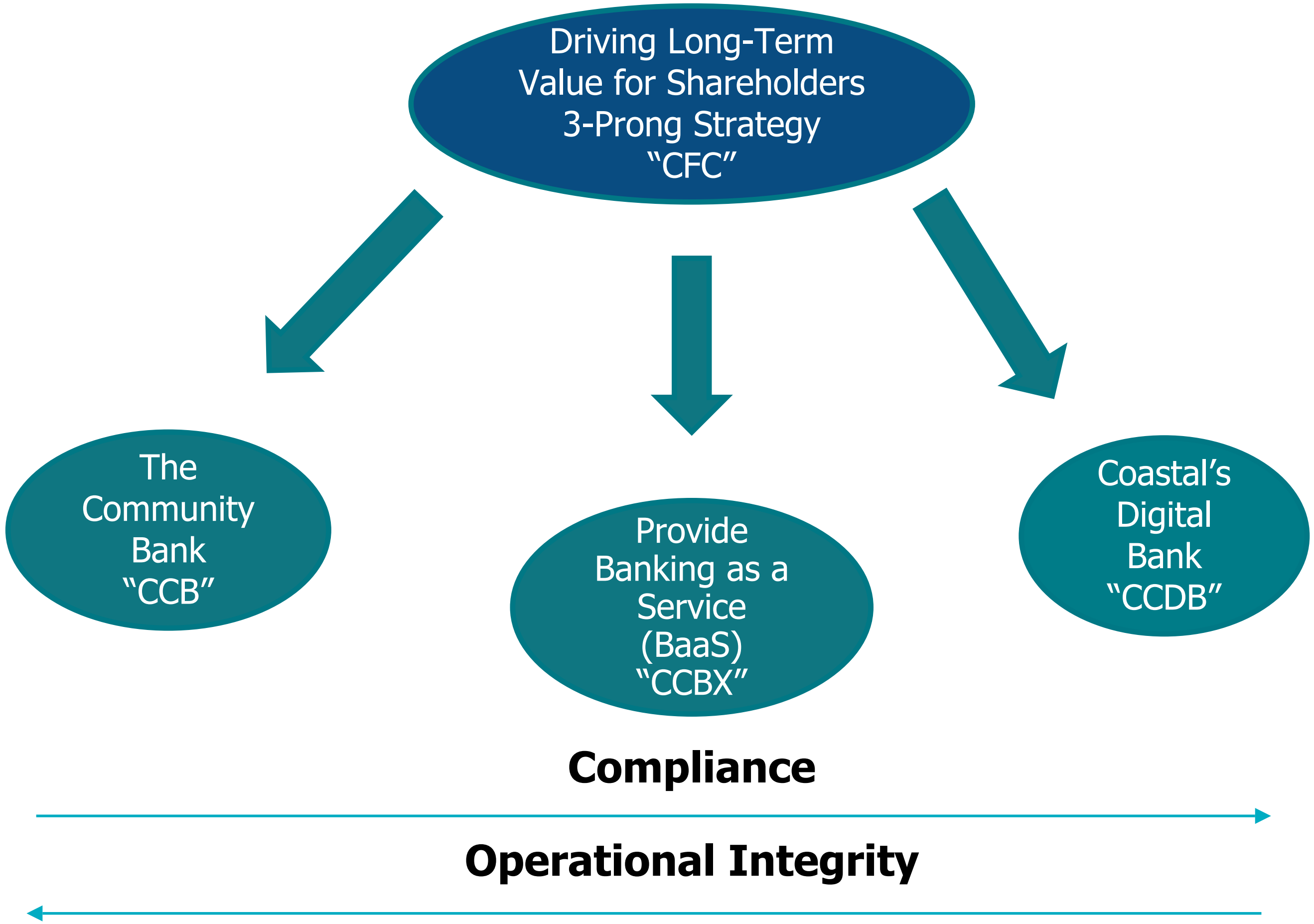
<u>Non-GAAP Financial Measures</u>

This presentation includes certain non-GAAP financial measures for 2017 to exclude the impact of a deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act of 2017 (the "Tax Cuts and Jobs Act"), including adjusted net income, adjusted earnings per share-diluted, adjusted return on average assets and adjusted return on average shareholders' equity. These non-GAAP financial measures and any other non-GAAP financial measures that we discuss in this presentation should not be considered in isolation, and should be considered as additions to, and not substitutes for or superior to, measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their most directly comparable GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of Coastal's non-GAAP financial measures as tools for comparison. See the Appendix to this presentation for a reconciliation of the non-GAAP financial measures used in (or conveyed orally during) this presentation to their most directly comparable GAAP financial measures.

This presentation also contains certain non-GAAP financial measures in addition to results presented in accordance with GAAP relating to "pre-tax, pre-provision net income" and "pre-tax, pre-provision return on average assets" to illustrate the impact of provision for loan losses and provision for income taxes on net income and return on average assets. The most directly comparable GAAP measure to "pre-tax, pre-provision net income" is net income. The most directly comparable GAAP measure to "pre-tax, pre-provision return on average assets" is return on average assets. See the Appendix to this presentation for a reconciliation of the non-GAAP financial measures used in (or conveyed orally during) this presentation to their most directly comparable GAAP financial measures.

This presentation also contains certain non-GAAP financial measures in addition to results presented in accordance with GAAP to illustrate and identify the impact of Paycheck Protection Program ("PPP") loans, Paycheck Protection Program Liquidity Facility ("PPPLF") borrowings, customer deposits from PPP loans, and related earnings and expenses. By removing these significant items and show what the results would have been without them we are providing investors with the information to better compare results with periods that did not have these significant items. "Adjusted Tier 1 leverage capital ratio, excluding PPP loans" is a non-GAAP measure that excludes the impact of PPP loans on balance sheet. The most directly comparable GAAP measure is Tier 1 leverage capital ratio. See the Appendix to this presentation for a reconciliation of the non-GAAP financial measures used in (or conveyed orally during) this presentation to their most directly comparable GAAP financial measures.

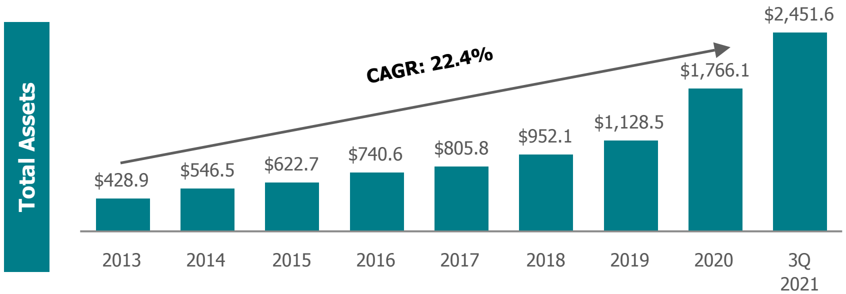
THREE PRONG LONG-TERM STRATEGY

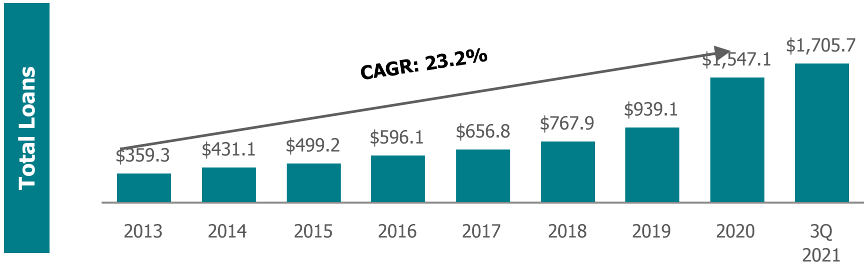


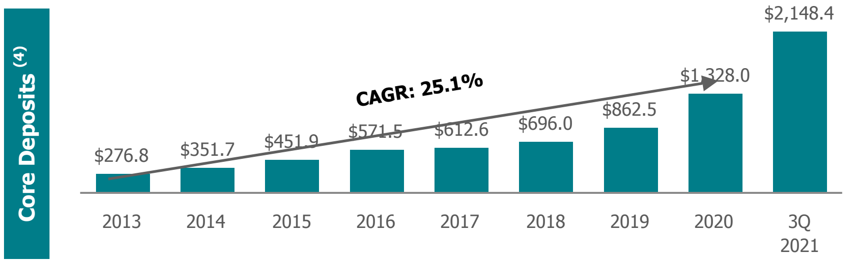
No matter how we talk to our customers or what type of customer, Compliance and Operational Integrity are the same.

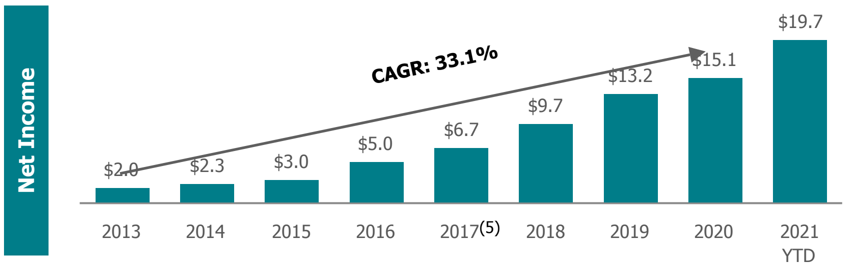
CFC FINANCIAL HIGHLIGHTS - *As of and for the Quarter ended September 30, 2021*

Balance Sheet (in millions)	
Total Assets	$2,451.6
Total Loans	$1,705.7
Total Deposits	$2,223.5
Total Shareholders' Equity	$161.1
Earnings and Profitability	
Net Income *(in millions)*	$6.7
Return on Average Assets ("ROAA") - *annualized*	1.21%
Pre-Tax, Pre-Provision ROAA - *annualized*	1.59%
"Pre-tax, pre-provision ROAA" is a non-GAAP measure that excludes the impact of provision for loan losses and provision for income taxes from return on average assets. The most directly comparable GAAP measure is return on average assets.	
Return on Average Shareholders' Equity -*annualized*	16.77%
Net Interest Margin -*annualized*	3.48%
Efficiency Ratio	64.68%
Loans Receivable to Deposits	76.71%
Capital Ratios (Consolidated)	
Tangible Equity to Tangible Assets (1)	6.57%
Tier 1 Leverage Capital Ratio	7.48%
Adjusted Tier 1 Leverage Capital Ratio, excluding PPP loans(2)	8.77%
Tier 1 Risk-Based Capital Ratio	10.15%
Total Risk-Based Capital Ratio	12.95%
Asset Quality	
Total Nonperforming Assets to Total Assets	0.04%
Total Nonperforming Loans to Total Loans	0.04%
Allowance for Loan Losses to Total Loans	1.19%
Allowance for Loan Losses to Total Loans, excluding PPP loans (3)	1.40 %
Net Charge-Offs to Average Loans - *annualized*	0.00 %









(1) Tangible equity to tangible assets is a non-GAAP measure. Since there is no goodwill or other intangible assets as of the date indicated, tangible equity to tangible assets is the same as total shareholders' equity to total assets as of the date indicated.
(2) Adjusted Tier 1 leverage ratio, excluding PPP loans is a non-GAAP measure that excludes the impact PPP loans on the balance sheet. Please refer to non-GAAP reconciliation in the Appendix for additional details.
(3) Allowance for loan losses to total loans, excluding PPP loans in a non-GAAP measure that excludes the impact of PPP loans on the balance sheet. Please refer to non-GAAP reconciliation in the Appendix for additional details.
(4) Consists of total deposits less all time and brokered deposits
(5) 2017 net income is adjusted to exclude the impact of a deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act. Refer to "Non-GAAP Reconciliation" in the Appendix for additional details.

Note: Annual data as of or for the year ended December 31 of each respective year

COASTAL COMMUNITY BANK

CCB OVERVIEW

Coastal Community Bank was established in 1997 with a focus on serving small to medium-sized businesses within the Puget Sound region.

Headquarters

- Everett, Washington – the largest city in and county seat of Snohomish County

Branches

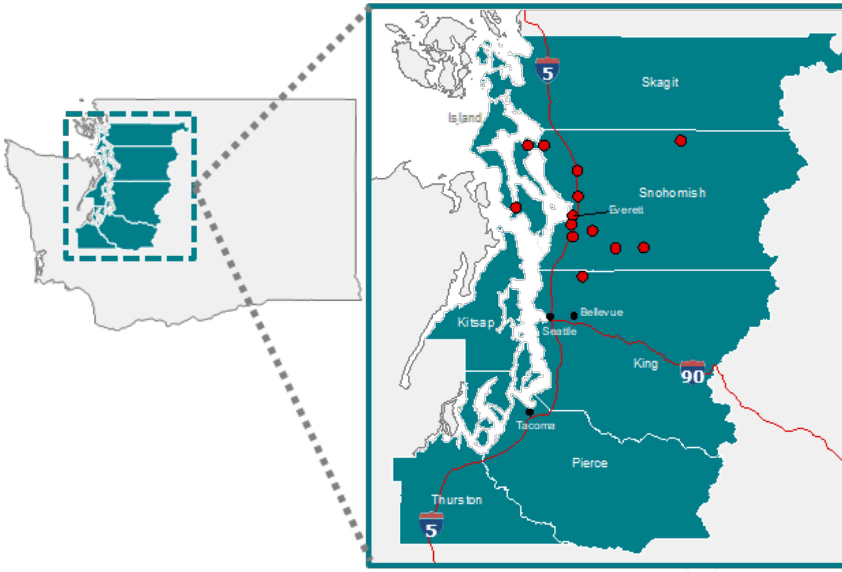
- 14 full-service banking locations
  - 12 in Snohomish County
  - 1 in Island County
  - 1 in King County

Size and Scale

- \$2.5 billion in total assets
- \$1.7 billion in total loans
- \$2.2 billion in total deposits
- Largest community bank by deposit market share in Snohomish County(1)

Focus

- Meet the financial needs of the community
- Make decisions locally
- Support the communities the Bank serves



Dedicated to community banking

PIPER | SANDLER — "Bank and Thrift Sm-All Stars" **2019 -2021** - *Piper Sandler*

RAYMOND JAMES — Raymond James "Community Bankers Cup Award" **2019-2020**

2014-2021 Recipient of the prestigious "5-Star Rating" from BauerFinancial, Inc.

Everett Herald – **2014 - 2019** Readers Choice – "Best Bank"

Stanwood & Camano News "Best Bank" **2013 - 2021**

2019 - 2021 American Banker Top 200 Community Bank"

in some of Washington's most attractive markets

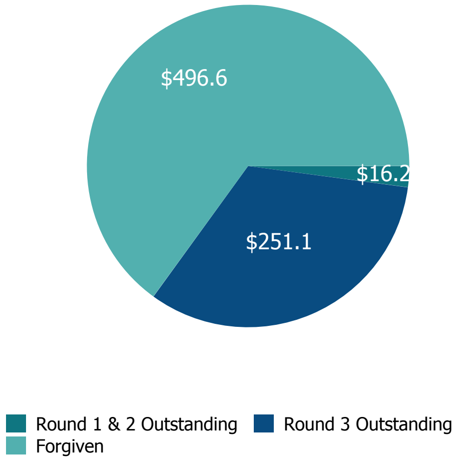
(1) Source: S&P Global Market Intelligence; FDIC's Summary of Deposits as of June 30, 2021

Note: Data as of September 30, 2021 unless otherwise indicated

COVID-19 RESPONSE – PPP LOANS

Status of PPP Loans

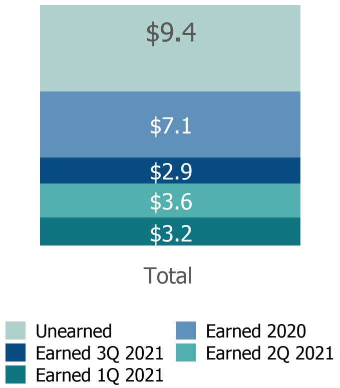
As of September 30, 2021
(in millions)



- PPP loans:
  - We funded a total of $763.9 million in assistance to existing and new small business customers in 2020 and 2021
  - As of September 30, 2021, we have $267.3 million in PPP loans outstanding
- Repaid the Paycheck Protection Program Liquidity Facility ("PPPLF") as of June 30, 2021, which was utilized to fund PPP loans

Total of Net Deferred Fees on PPP Loans

As of September 30, 2021
(in millions)

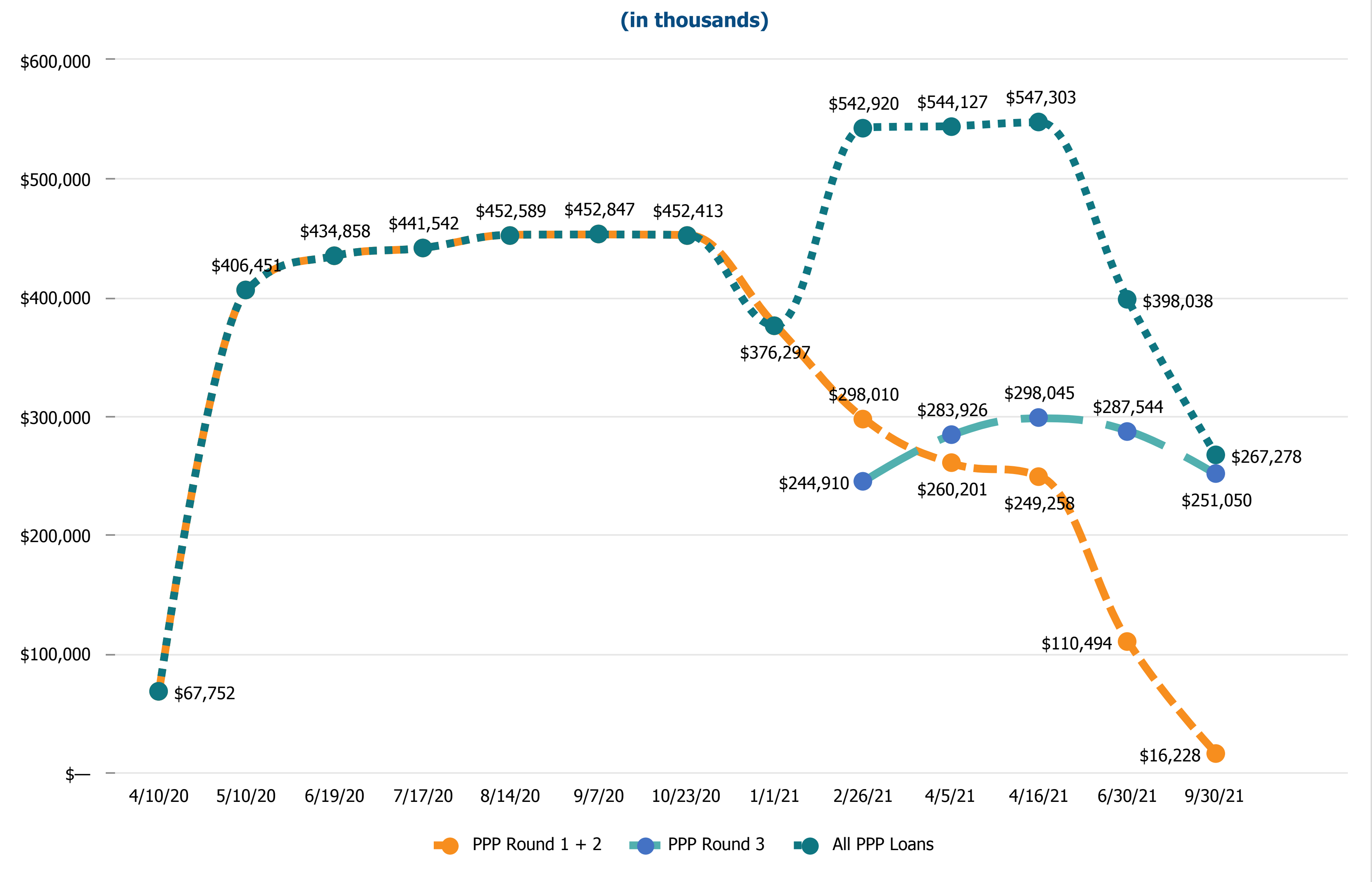


- Net Deferred Fees on PPP loans:
  - Total of $26.3 million on all PPP loans, as of September 30, 2021
  - Earned $2.9 million in net deferred fees on PPP loans in the quarter ended September 30, 2021
  - $9.4 million in these net deferred fees remain as of September 30, 2021, and will be earned over the remaining life of the loans

COASTAL COMMUNITY BANK

COVID-19 RESPONSE – PPP LOANS

PPP Balances Over Time



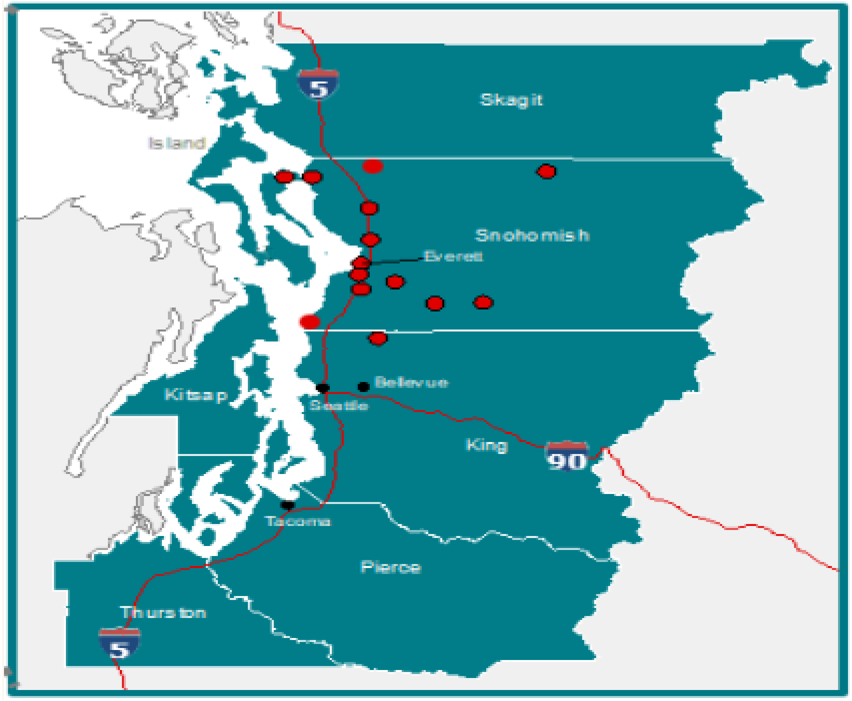
COVID-19 RESPONSE – LOAN MODIFICATIONS

Status of All Deferred or Modified Loans

- All loans that were deferred of modified have returned to active status or paid off as of September 30, 2021.
- We have had no charge-offs, repossessions, or moves to TDR as a result of this program.
- Total of $246.4 million, or 250 loans, were placed on deferred or modified status, pursuant to federal guidance, since the beginning of the COVID-19 response program.

CCB CORE MARKETS – SNOHOMISH COUNTY

Puget Sound Region



Snohomish County Branch Statistics[1]

	Number of Branches						Branch Deposits (000s)	
	Pre - Crisis			Post - Crisis			2021	Avg.
Company Name	2004	2005	2006	2019	2020	2021	Deposits	Branch
Bank of America Corp.	22	23	23	21	20	19	$3,393,383	$178,599
JPMorgan Chase & Co.	23	23	23	24	22	20	2,952,747	147,637
Wells Fargo & Co.	17	17	17	19	16	16	1,856,628	116,039
Coastal Financial Corp.	**3**	**4**	**5**	**11**	**12**	**12**	**1,567,669**	**130,639**
U.S. Bancorp	12	12	12	12	12	11	1,131,277	102,843

Notable Employers

Largest Locally HQ'd Bank in Snohomish County[1]

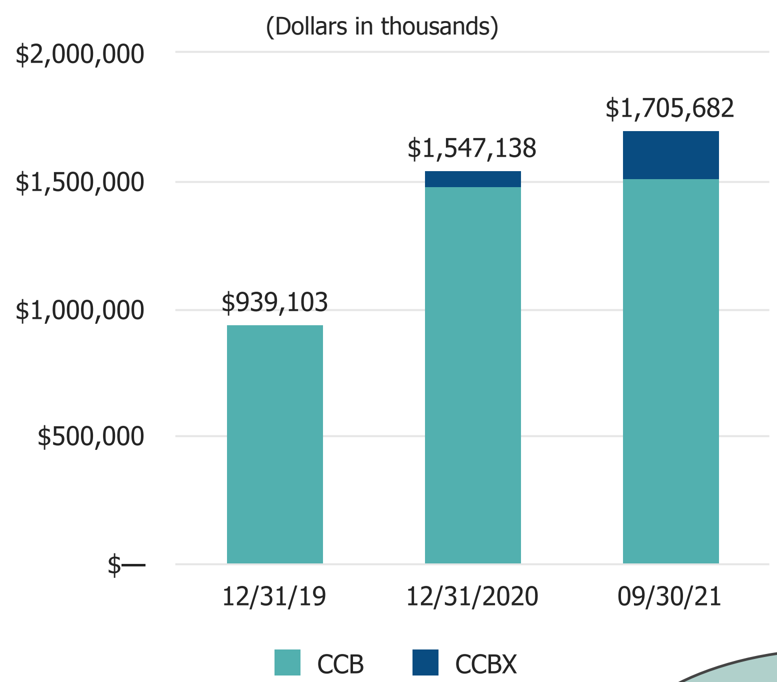
Institution (Headquarter State)	Overal l Rank	In-Market HQ	Deposits in Market ($ in	Number of Branches	Deposit Market Share (%)
Bank of America Corp. (NC)	1		3,393	19	19.5%
JPMorgan Chase & Co. (NY)	2		2,953	20	17.0%
Wells Fargo & Co. (CA)	3		1,857	16	10.7%
Coastal Financial Corp. (WA)	**4**	**1**	**1,568**	**12**	**9.0%**
U.S. Bancorp (MN)	5		1,131	11	6.5%
KeyCorp (OH)	6		907	16	5.2%
FS Bancorp Inc. (WA)	7	2	817	4	4.7%
Heritage Financial Corp. (WA)	8	3	599	7	3.4%
Washington Federal Inc. (WA)	9	4	547	9	3.1%
Mitsubishi UFJ Financial	10		501	5	2.9%
Other			3,148	39	18.0%
Total for Institutions In Market			**$17,421**	**158**	

(1) Source: S&P Global Market Intelligence; FDIC's Summary of Deposits as of June 30, 2021

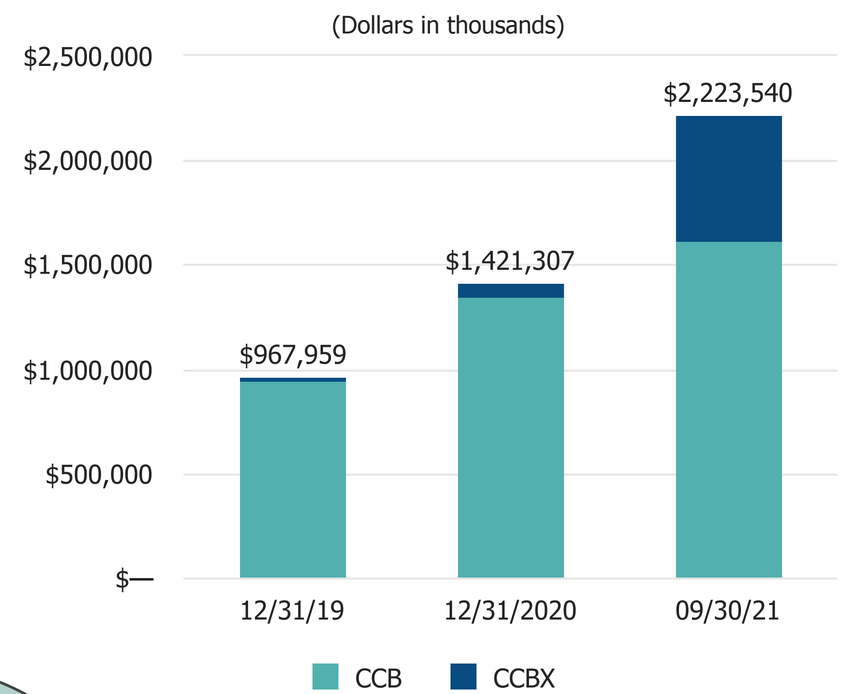
COASTAL COMMUNITY BANK

CFC LOAN AND DEPOSIT GROWTH

Total Loans



Total Deposits



Loan Growth of $158.5 million or 10.2% from December 31, 2020

Credit Quality 99.7% of Portfolio "Pass"

Low 0.03% Nonperforming Loans to Total Assets

CCBX Deposit Growth of $339.8* million or 127.1% from December 31, 2020

Deposit Growth of $802.2* million or 56.4% from December 31, 2020

*Does not include $331.1 million in CCBX deposits as of September 30, 2021, that are swept off the balance sheet

Note: Date as of and for the quarter ended September 30, 2021, unless otherwise indicated

COASTAL COMMUNITY BANK

CFC LOAN COMPOSITION

Overall Loan Portfolio

- 2.70 years weighted average reprice
- 6.46 years weighted average maturity

Commercial & Industrial ("C&I") Portfolio

- $536.9 million total C&I loans
  - $267.3 million in PPP Small Business Administration ("SBA") C&I loans
  - $161.5 million in capital call lines
  - $101.6 million in other C&I loans
  - $6.5 million in other SBA C&I loans

Commercial Real Estate ("CRE") Portfolio

- $996.1 million total CRE loans
- 344% regulatory aggregate CRE to total risk-based capital (1)
- $49.6 million of SBA 504 loans in portfolio

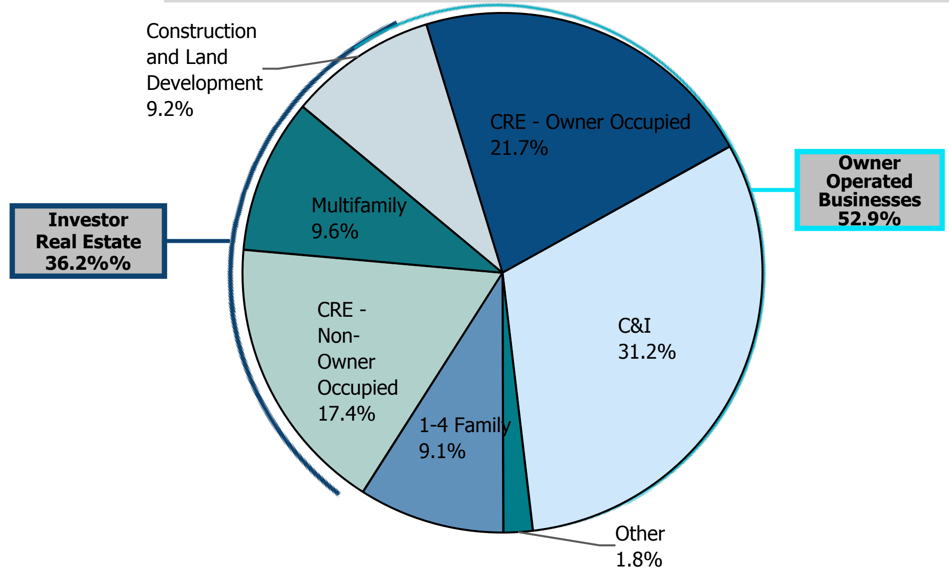
1-4 Family Real Estate Portfolio

- $156.1 million total 1-4 family loans
  - $13.5 million purchased from financial institutions, all of which were individually re-underwritten

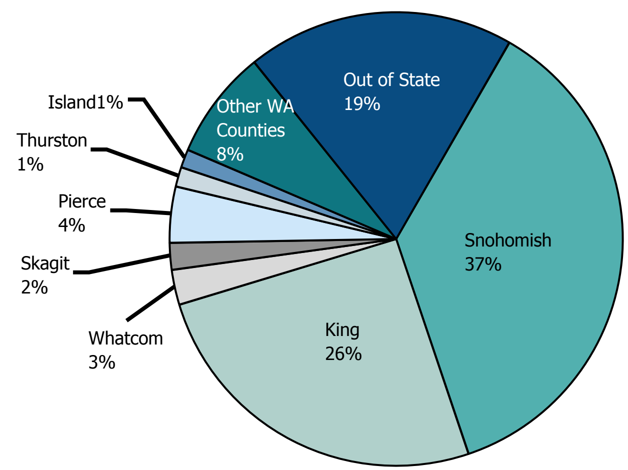
Legal Lending Limit

- $39.8 million as of September 30, 2021

Loan Composition



Loan Concentrations by County



(1) Calculated on Bank-level Tier 1 Capital + Allowance for Loan Losses as of September 30, 2021.

Note: Data as of and for the quarter ended September 30, 2021, unless otherwise indicated.

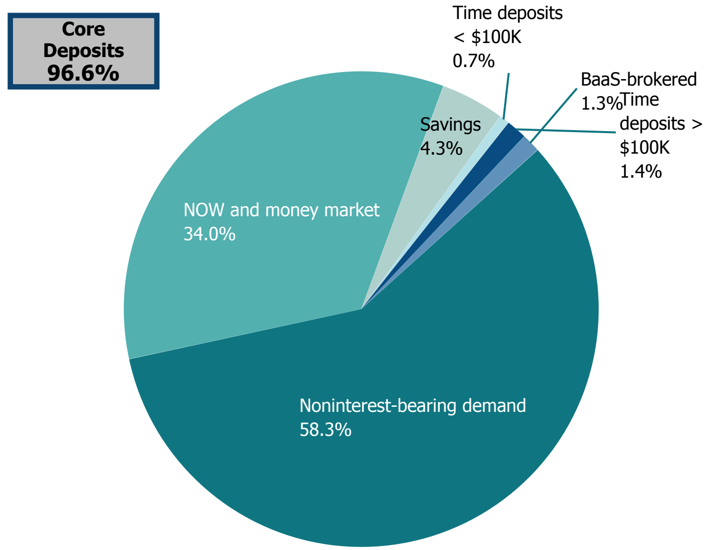
CFC DEPOSIT COMPOSITION

Emphasis on core deposits has helped generate an attractive funding mix

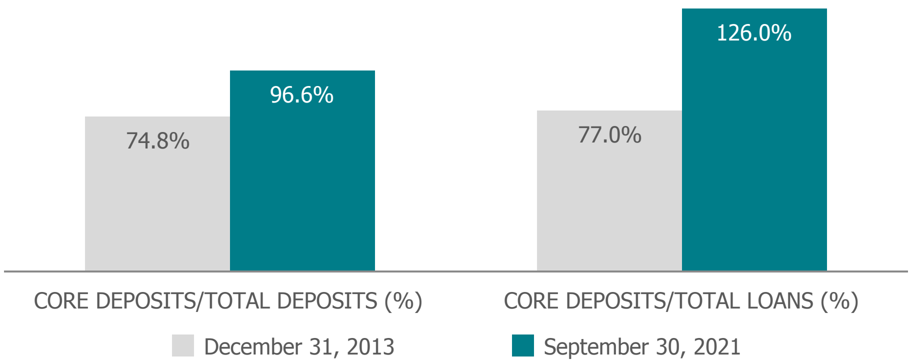
Core Deposit Franchise

- Core deposits are all deposits excluding time deposits and brokered deposits
- Core deposits were 126.0% of total loans as of September 30, 2021
- Core deposits were 96.6% of total deposits as of September 30, 2021
- Cost of total deposits was 0.10% for the quarter ended September 30, 2021 compared to 0.14% for the quarter ended June 30, 2021, and 0.27% for the quarter ended September 30, 2020
- We continue to focus on managing interest rates, lowering deposit rates when possible, to maintain and/or reduce cost of deposits
- No internet-sourced deposits
- Ability to use funding from BaaS program and to transfer or sweep deposits off the balance sheet when not needed.

Deposit Composition



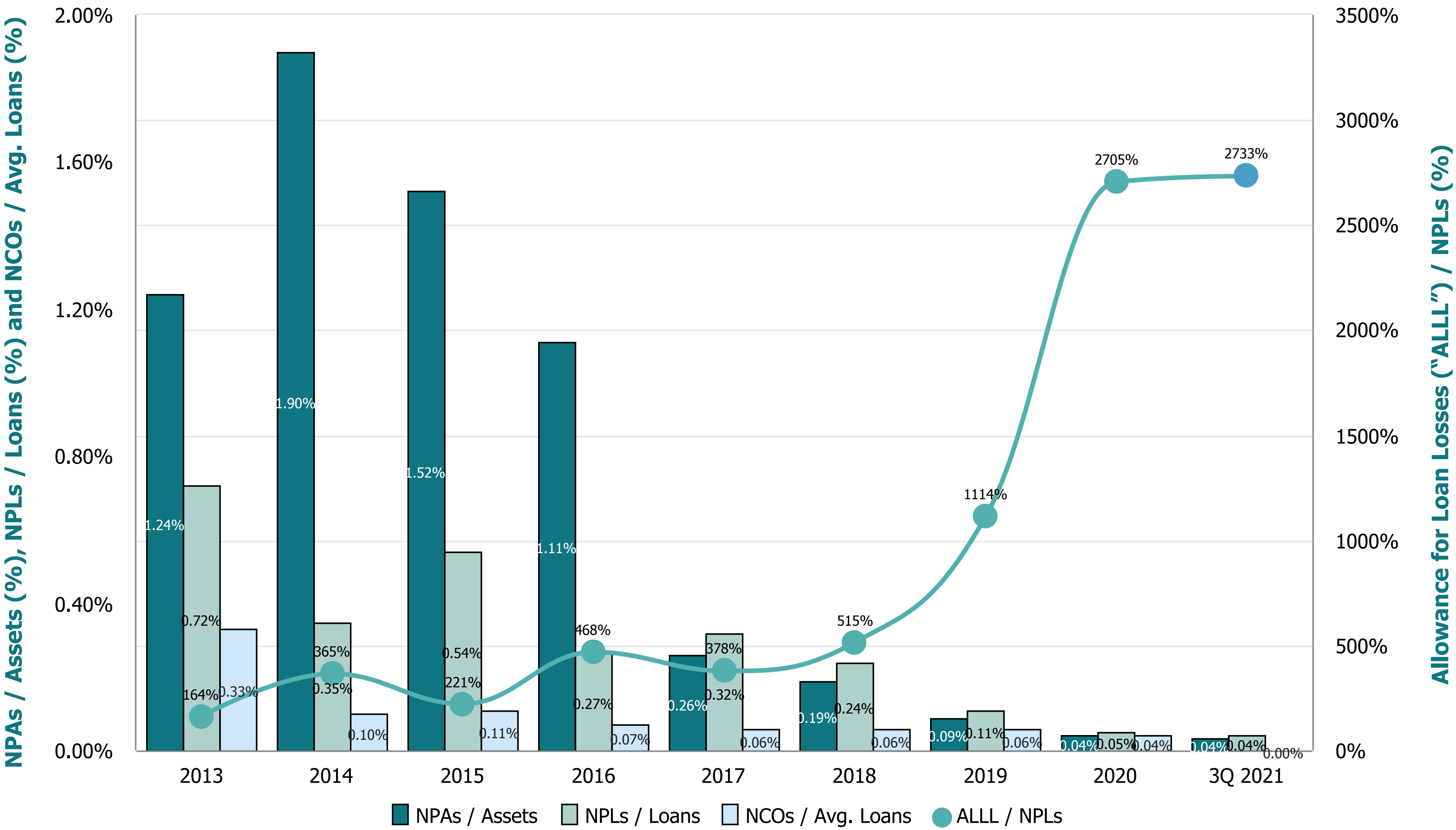
Core Deposit Driven Funding



Note: Data as of and for the quarter ended September 30, 2021 unless otherwise indicated.

STRONG ASSET QUALITY

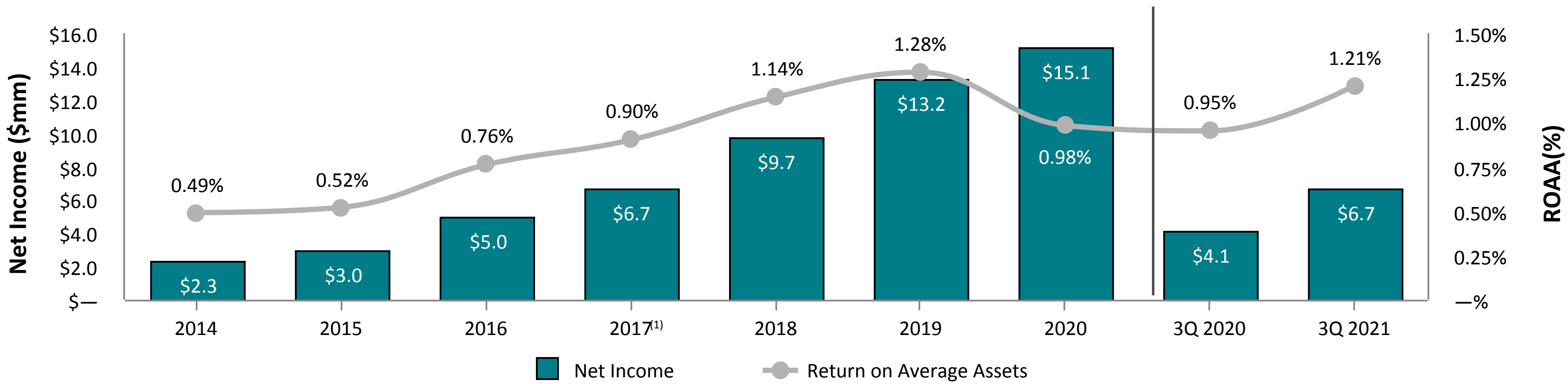
Asset Quality Trends



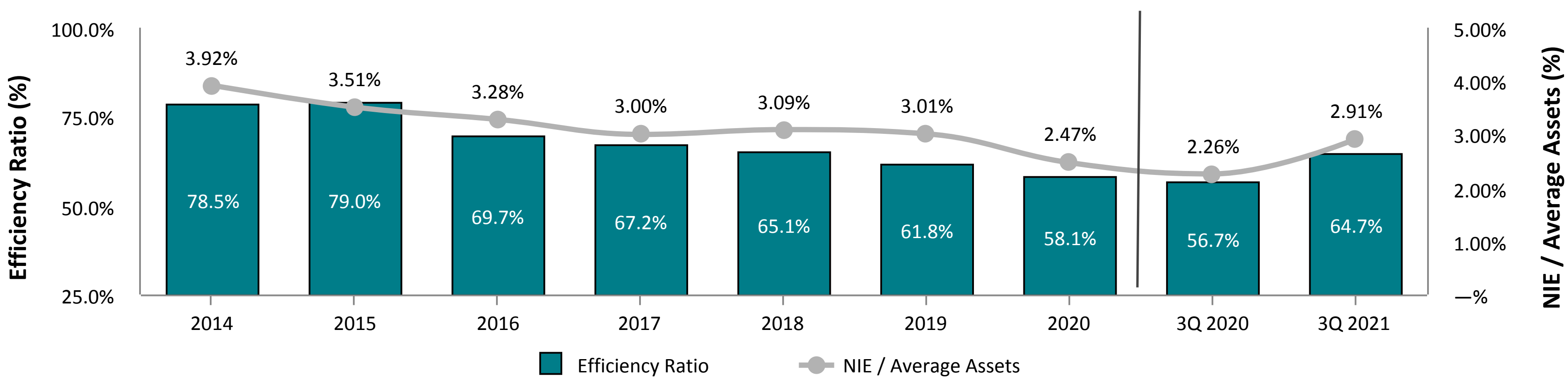
Note: Data as of and for the year ended December 31 of each respective year unless noted otherwise

HISTORIC PROFITABILITY AND EFFICIENCY

Net Income and Return on Average Assets
(average assets for QE September 30, 2021 includes $322.6 million in average PPP loans)



Efficiency Ratio (%) and Noninterest Expense ("NIE") to Average Assets (%)
(average assets for QE September 30, 2021 includes $322.6 million in average PPP loans)



Note: Annual data is as of and for the year ended December 31 of each respective year.
(1) Adjusted to exclude the impact of deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act. Refer to "Non-GAAP Reconciliation" in the Appendix for additional details.

COASTAL COMMUNITY BANK

CFC QUARTERLY RESULTS

3Q 2021 Financial Results:

Earnings	For the Three Months Ended September 30, 2021	For the Three Months Ended September 30, 2020	For the Nine Months Ended September 30, 2021 2021	For the Nine Months Ended September 30, 2021 2020
Net Income *(Dollars in millions)*	$6.7	$4.1	$19.7	$10.5
Basic Earnings Per Share	$0.56	$0.34	$1.65	$0.88
Return on Average Assets	1.21%	0.95%	1.28%	0.96%
Pre-Tax, Pre-Provision Return [2] on Average Assets	1.59%	1.72%	1.71%	1.73%
Provision for Loan Losses *(Dollars in thousands)*	$255	$2,200[3]	$973.0	$5,708[3]

Balance Sheet	As of the quarter ended *(Dollars in millions, except per share amounts)* September 30, 2021	December 31, 2020	September 30, 2020
Total Assets	$2,451.6[1]	$1,766.1[1]	$1,749.5
Total Loans [1]	$1,705.7[1]	$1,547.1[1]	$1,509.4
Total Deposits	$2,223.5	$1,421.3	$1,360.0
Total Shareholders’ Equity	$161.1	$140.2	$135.2
Book Value Per Share	$13.41	$11.73	$11.34

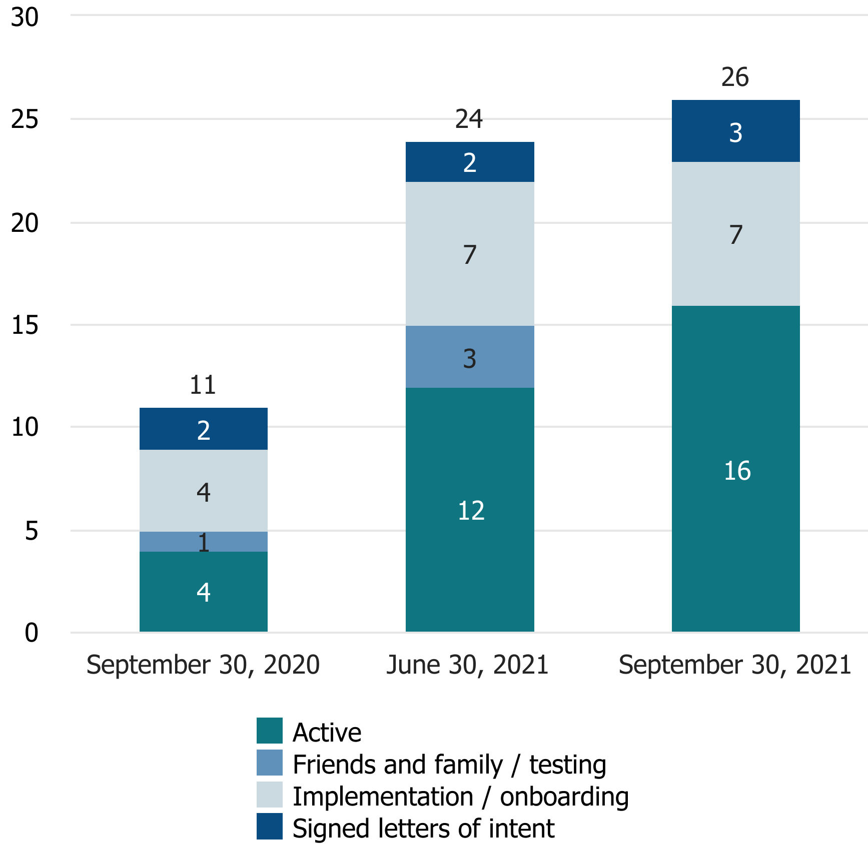
(1) Includes $267.3 million in PPP loans at September 30, 2021 and $365.8 million in PPP loans at December 31, 2020.
(2) Pre-Tax, Pre-Provision return on average assets is a non-GAAP measure that excludes the impact of the provision for income taxes and loan losses from return on average assets. Please refer to non-GAAP reconciliation in the Appendix for additional details
(3) Increased provision for loan losses in 2020 compared to comparable periods of 2021 was due to economic uncertainties related to the COVID-19 pandemic

CCBX

A DIVISION OF COASTAL COMMUNITY BANK

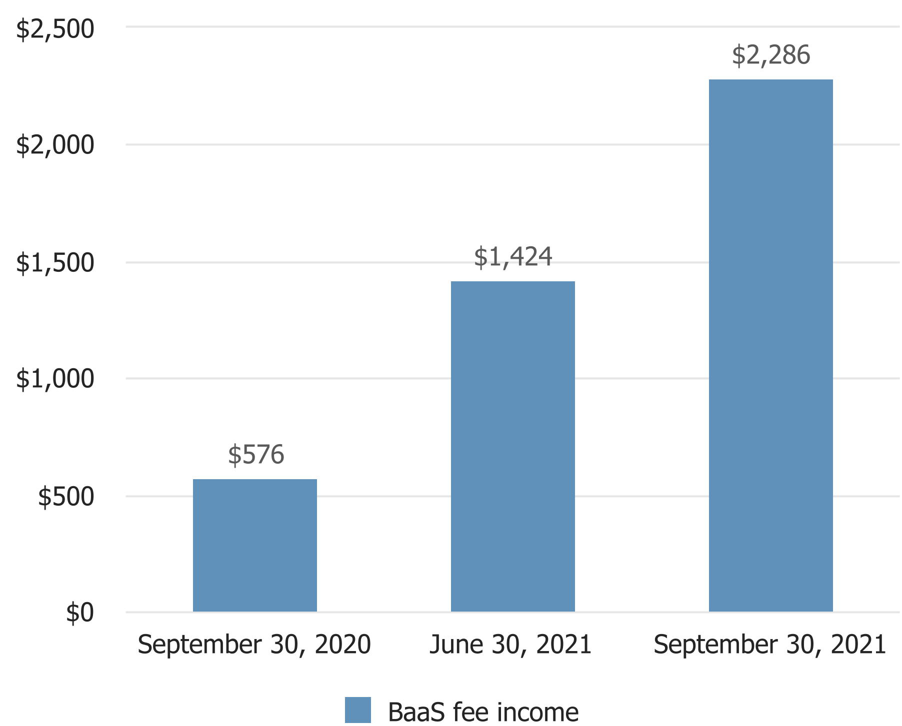
CCBX PARTNER AND REVENUE GROWTH

CCBX Partner Growth



BaaS Fee Income

(Dollars in thousands)



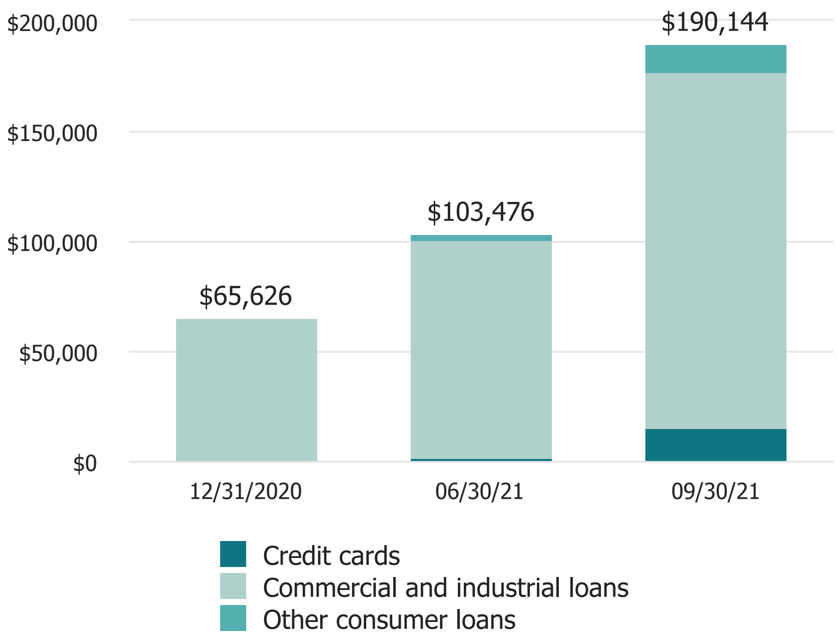
- Baas Fees increased $862,000, or 60.5%, to $2.3 million for the three months ended September 30, 2021, compared to $1.4 million for the three months ended June 30, 2021
- BaaS Fees includes $306,000 in fraud loss reimbursement and credit enhancement recovery for the three months ended September 30, 2021, compared to $0 for the three months ended June 30, 2021 and September 30, 2020
- Reimbursement for partner fraud loss and any credit enhancement provided by the partner is included in noninterest income. Partner fraud loss represents non-credit fraud losses on partner's customer loan and deposit accounts and is recognized in noninterest expense.
- BaaS Fees includes $188,000 in interchange income for the three months ended September 30, 2021 compared to $110,000 in interchange income for the three months ended June 30, 2021 and $4,000 for the three months ended September 30, 2020

Note: Date as of and for the quarter ended September 30, 2021, unless otherwise indicated

CCBX Loans and Deposits

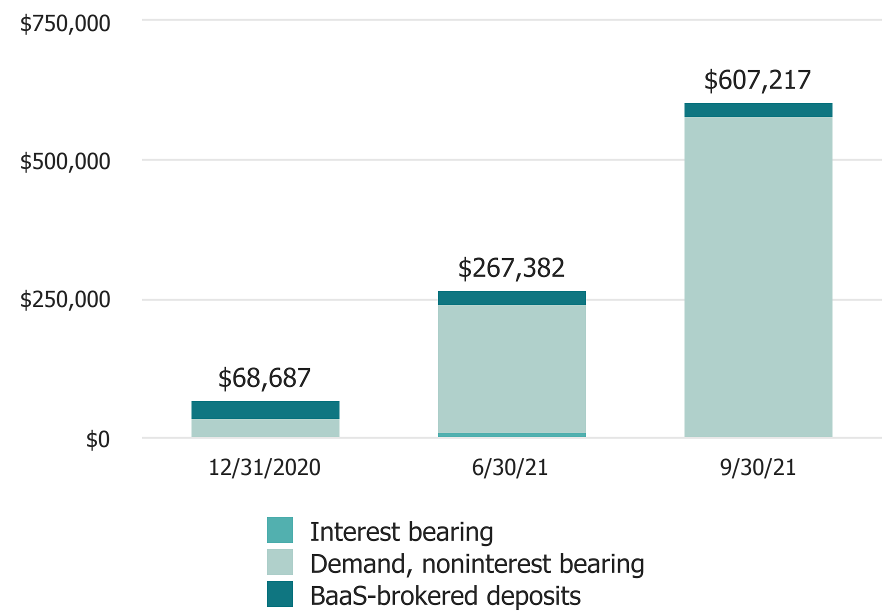
CCBX Loans Receivable

(Dollars in thousands)



CCBX Deposits

(Dollars in thousands)



- As of September 30, 2021, loan growth of $86.7 million, or 83.8%, compared to June 30, 2021, and $124.5 million or 189.7%, compared to December 31, 2020
- Commercial and industrial capital call line commitments increased $60.6 million, or 21.1%, to $347.4 million as of September 30, 2021, compared to $286.8 million as of June, 30 2021

- Deposit growth of $339.8 million, or 127.1%, as of September 30, 2021, compared to June 30, 2021, and $538.5 million, or 784.0%, compared to December 31, 2020
- Access to $331.1 million in CCBX deposits that are swept off the balance sheet as of September 30, 2021

Note: Date as of and for the quarter ended September 30, 2021, unless otherwise indicated

ROBUST SOURCING CAPABILITIES AND PARTNERING

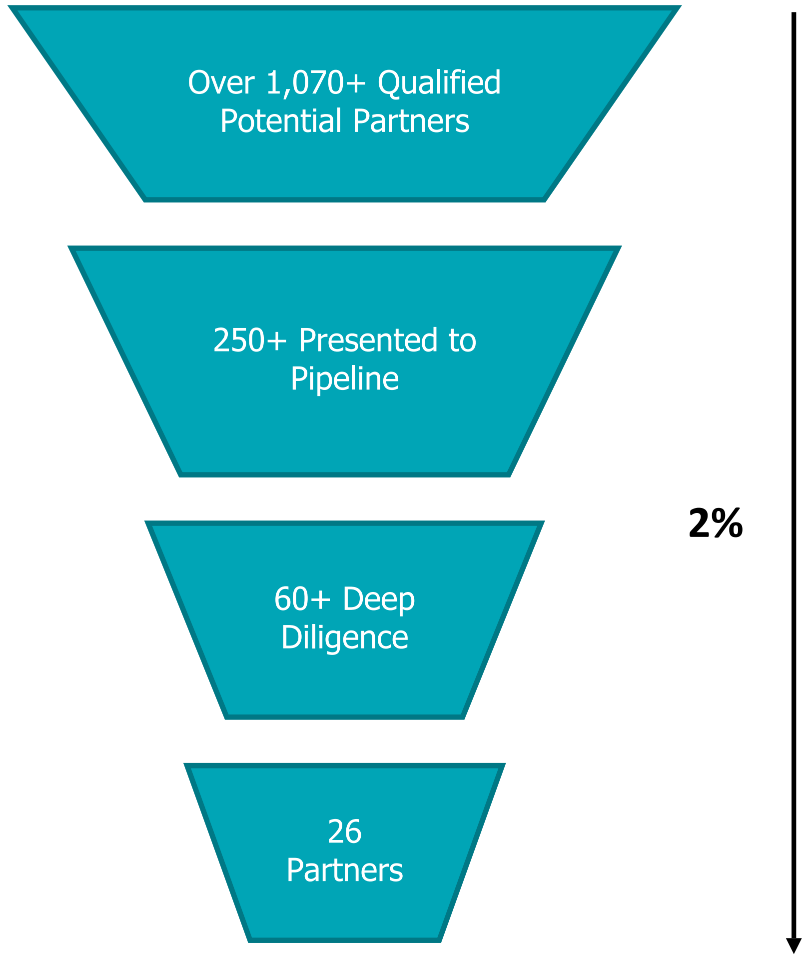
Since inception of BaaS, we have interacted with over 1,070 Fintech and Brand companies and chosen to partner with 26, representing a close rate of 2%

Thesis-Driven Sourcing
- Focused points of view and research with experts
- Proactive market mapping and product identification
- Diversity and inclusion

Intensive Filtering
- Visionary management teams
- Strong execution teams
- Compelling unit economics
- Bankable size (scalable)

Deep Diligence
- Rigorous vendor process of review
- Proud of "slow and thorough" approach – SPA risked based
- Leverage advisors and network for diverse insights
- Integrate/leverage strategic eco-system partners

Onboarding to Date
- Involve board members
- Fintech experts and partners
- Integrate Coastal LPs



Note: Date as of and for the quarter ended September 30, 2021 since the establishment of the CCBX division in 2016.

CCBX
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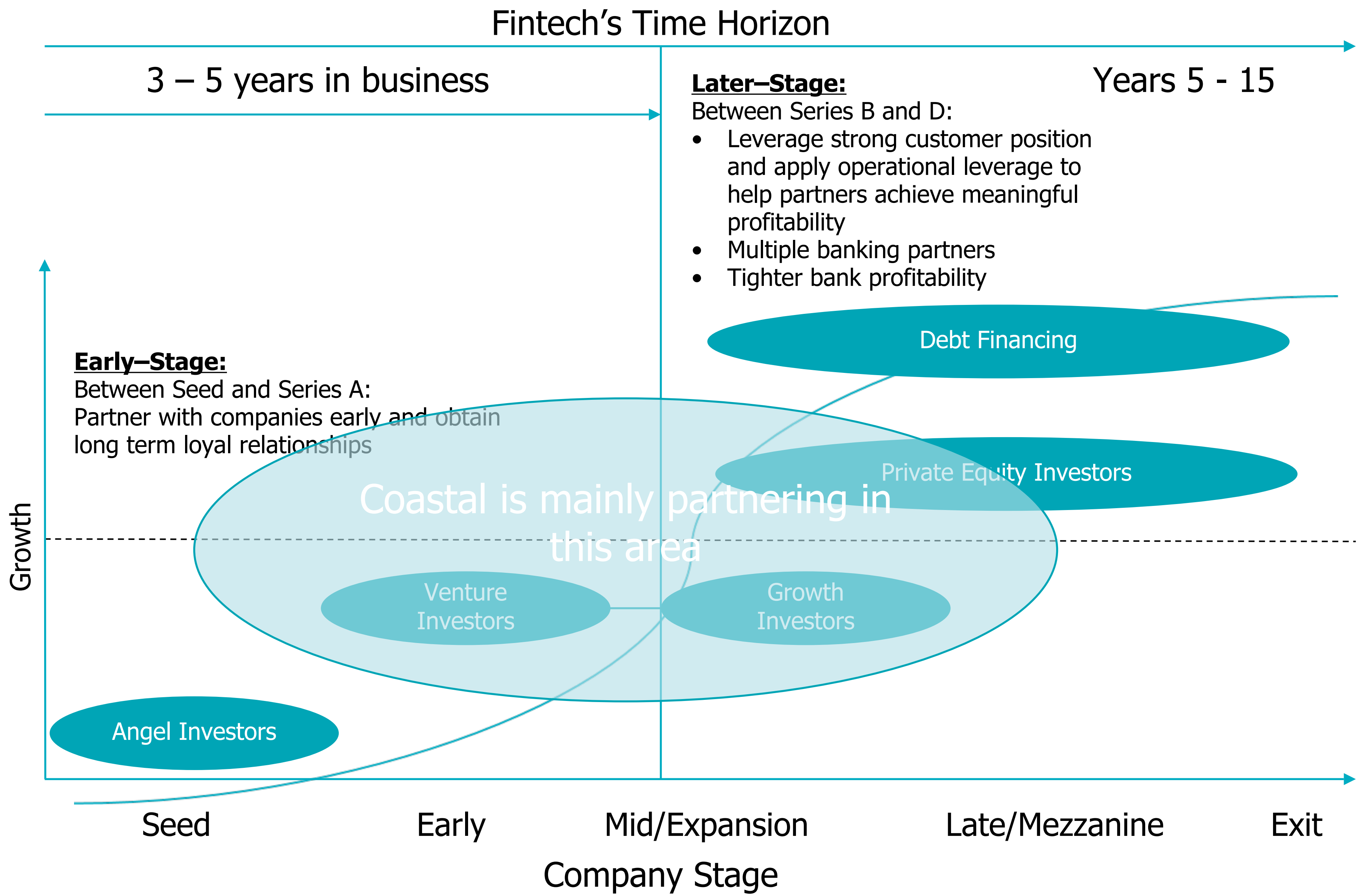
FINTECH COMPANY STAGE



CCBX

A DIVISION OF COASTAL COMMUNITY BANK

CCBX Division Introduced January 2020

Provides Banking as a Service ("BaaS") enabling broker dealers and digital financial service providers to offer banking services to their communities. The "X" in CCBX is indicative of the technology services that our partners provide.

Infrastructure

We continue to hire staff to build our infrastructure for the addition of new partners. The investments we are making today are not for immediate returns but for longer-term returns that we believe will build value for shareholders while benefiting our customers, employees, and communities that we serve. We continue to work with a fintech, with which we have an agreement and an investment in, to build a standardized platform to allow us to more profitably deliver BaaS to fintech desiring standardized banking services for their customers.

Cost

As we build out CCBX, we will do our best to cover related costs with new revenues from CCBX customers. These hires are investments in our future and necessary to perform the services safely and soundly and to manage the risks associated with this line of business.

Risk

Our Chief Risk Officer and Data Scientist/Architect with PhD in Artificial Intelligence are responsible for providing these services safely and soundly. We are building an integrated compliance and reporting system to monitor and address these risks. Although we carefully underwrite and complete extensive due diligence of each partner, we know that all of partners may not be successful, and like any new business some might fail. Through ongoing monitoring of each relationship, we believe that we will be able to minimize any impact, but recognize that income streams may diminish should a partner fail.

Compliance

We are very cognizant of both our compliance responsibility and the *True Lender Doctrine*, and should any of our partners offer lending products, the Bank will be the True Lender and engage with the relationships accordingly.

Financial Reporting

Starting with the fourth quarter 2019, we changed references made to "wholesale" and "wholesale banking services" to "BaaS" and "BaaS fees."

Asset Growth

Some of our fintech contracts include lending products which, if successful, may potentially lead to additional loan growth beyond the community bank's organic growth, use of funding from partners, increased utilization of capital, and additional growth in assets.

CCBX
A DIVISION OF COASTAL COMMUNITY BANK

BANKING AS A SERVICE AND FINANCIAL INCLUSION

Flexibility

Started with belief that being flexible while holding our partners to strong compliance and regulatory standards would benefit both the fintech and their customers.

Changing Environment

We also believed that the partnerships would better help Coastal better understand the disruption that is occurring in the banking industry and allow us to meet the changing environment with a more informed view.

Diverse Focus

As we onboarded new partners, we began to appreciate the focus many fintechs have on financial services for the under-banked and un-banked in our country. Because we believe that financial inclusion is key to reducing poverty and inequities and could see the impact our partners were having on a variety of underserved constituents, we began to actively solicit like-branded fintechs to help them with the resources they needed to go to market.

Inclusion

Partnering with organizations focusing on financial inclusion through CCBX allows Coastal to broaden its impact on a scale and speed that could not be otherwise realized as a community bank.

Diversity

Additionally, we are prioritizing diversity and inclusion focused proposals in our pipeline to ensure additional financial service providers are able to come to market and provide these much-needed resources. In these situations, CCBX is uniquely positioned to bring value to inclusion-focused challenger banks.

Unique Delivery

CCBX has developed a business model which collaborates with each fintech partner as it is brought to market. Helping the partner ensure they will meet rigorous compliance requirements, understand how to implement unique products, all while having adequate capital to survive are key components of the relationship. Rather than offer a standard delivery model, the CCBX relationship is to consult with each business to deliver the services and support needed to launch their business.

Minority * and Female Leadership

- **82% of our CCBX partners have minority* or female co-founder/s or leaders.**

Diversity and inclusion has been incorporated throughout our partnering process including:

- Financial literacy for at-risk communities
- Underserved and under-represented minority communities
- Small dollar lending programs for underserved communities
- Environmental and social governance programs for environmental sustainability
- Green financing and responsible investments
- Low/no costs, no overdraft fees, robust transaction capabilities and free bill pay options

* Minority includes racially, ethnically, or culturally distinct groups that are not in a larger majority group.

AUDIENCES SERVED BY CCBX FINTECH PARTNERS

Looking Forward

CCB

- Continuing to build and strengthen relationships in the communities we serve
- Expect PPP forgiveness payments to continue through the second quarter of 2022

CCBX

- Anticipates new relationships will be added in fourth quarter 2021
- Anticipates more existing partners/relationships to go live in fourth quarter 2021
- Growth and increased activity in current relationships

CCDB

- Shifting from Google banking collaboration to other opportunities in digital banking sector
- To have sustained success, banks must continue to evolve by exploring new strategies, building new expertise and establishing new ways of doing business.

APPENDIX

CFC SELECTED YEAR-END FINANCIALS

(Dollars in thousands, except per share data)	As of and for the Year Ended December 31, 2020	2019	2018	2017	2016
Statement of Income Data:					
Total interest income	$ 63,038	$ 48,587	$ 38,743	$ 32,113	$ 28,460
Total interest expense	5,652	6,576	3,926	2,875	2,523
Provision for loan losses	8,308	2,544	1,826	870	1,919
Net interest income after provision for loan losses	49,078	39,467	32,991	28,368	24,018
Total noninterest income	8,182	8,258	5,467	4,154	4,977
Total noninterest expense	38,119	31,063	26,216	22,433	21,538
Provision for income taxes	3,995	3,461	2,541	4,653	2,454
Net income	15,146	13,201	9,701	5,436	5,003
Adjusted net income (1)	N/A	N/A	N/A	6,731	N/A
Balance Sheet Data:					
Cash and cash equivalents	$ 163,117	$ 127,814	$ 125,782	$ 89,751	$ 86,975
Investment securities	23,247	32,710	37,922	38,336	34,994
Loans	1,547,138	939,103	767,899	656,788	596,128
Allowance for loan losses	19,262	11,470	9,407	8,017	7,544
Total assets	1,766,122	1,128,526	952,110	805,753	740,611
Interest-bearing deposits	829,046	596,716	510,089	460,937	424,707
Noninterest-bearing deposits	592,261	371,243	293,525	242,358	223,955
Total deposits	1,421,307	967,959	803,614	703,295	648,662
Total borrowings	192,292	23,562	33,546	33,529	28,513
Total shareholders' equity	140,217	124,173	109,156	65,711	59,897
Share and Per Share Data: (2)					
Shares outstanding at end of period	11,954,327	11,913,885	11,893,203	9,248,901	9,238,788
Weighted average common shares outstanding–diluted	12,209,371	12,196,120	10,608,764	9,237,629	9,227,216
Book value per share	$ 11.73	$ 10.42	$ 9.18	$ 7.11	$ 6.48
Tangible book value per share (3)	11.73	10.42	9.18	7.11	6.48
Earnings per share – basic	1.27	1.11	0.93	0.59	0.54
Earnings per share – diluted	1.24	1.08	0.91	0.59	0.54
Adjusted earnings per share – diluted (1)	N/A	N/A	N/A	0.73	N/A
Performance Ratios:					
Return on average assets	0.98%	1.28%	1.14%	0.73%	0.76%
Adjusted return on average assets (1)	N/A	N/A	N/A	0.90%	N/A
Return on average shareholders' equity	11.44%	11.29%	11.40%	8.27%	8.56%
Adjusted return on average shareholders' equity (1)	N/A	N/A	N/A	10.24%	N/A
Credit Quality Ratios:					
Nonperforming assets to total assets	0.04%	0.09%	0.19%	0.26%	1.11%
Nonperforming assets to total loans and OREO	0.05%	0.11%	0.24%	0.32%	1.38%
Nonperforming loans to total loans	0.05%	0.11%	0.24%	0.32%	0.27%
Allowance for loan losses to total loans	1.25%	1.22%	1.23%	1.22%	1.27%
Net charge-offs to average loans	0.04%	0.06%	0.06%	0.06%	0.07%

(1) Refer to "Non-GAAP Reconciliation" in this Appendix for additional details.
(2) Share and per share amounts are based on total common shares outstanding, which includes common stock.
(3) Tangible book value per share is a non-GAAP measure. Since there is no goodwill or other intangible assets as of the dates indicated, tangible book value per share is the same as book value per share as of each of the dates indicated.

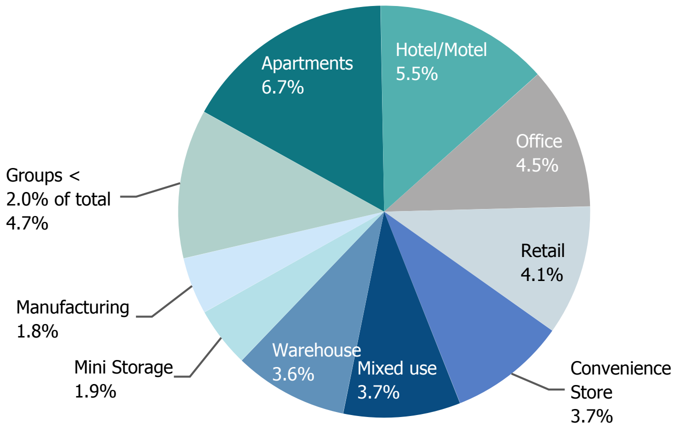
CFC SELECTED QUARTERLY FINANCIALS

(Dollars in thousands, except per share data)	As of and for the Quarter Ended 3Q 2021	2Q 2021	1Q 2021	4Q 2020	3Q 2020	2Q 2020
Statement of Income Data:						
Total interest income	$ 19,608	$ 19,573	$ 18,328	$ 18,098	$ 16,394	$ 15,426
Total interest expense	801	959	1,043	1,165	1,298	1,433
Provision for loan losses	255	361	357	2,600	2,200	1,930
Net interest income after provision for loan losses	18,552	18,251	16,928	14,333	12,896	12,063
Total noninterest income	6,132	4,782	3,013	2,049	1,942	1,520
Total noninterest expense	16,130	13,731	12,352	10,489	9,666	8,945
Provision for income taxes	1,870	2,289	1,572	1,232	1,082	967
Net Income	6,684	7,013	6,018	4,661	4,090	3,671
Balance Sheet Data:						
Cash and cash equivalents	$ 669,725	$ 282,889	$ 204,314	$ 163,117	$ 182,170	$ 174,176
Investment securities	34,924	27,443	22,894	23,247	23,782	24,318
Loans	1,705,682	1,658,149	1,766,723	1,547,138	1,509,389	1,447,144
Allowance for loan losses	(20,222)	(19,966)	(19,610)	(19,262)	(17,046)	(14,847)
Total assets	2,451,568	2,007,138	2,029,359	1,766,122	1,749,619	1,678,956
Interest-bearing deposits	927,097	913,782	903,025	829,046	789,347	742,633
Noninterest-bearing deposits	1,296,443	887,896	768,690	592,261	570,664	563,794
Total deposits	2,223,540	1,801,678	1,671,715	1,421,307	1,360,011	1,306,427
Core deposits [(1)]	2,148,445	1,724,134	1,590,850	1,328,195	1,270,249	1,212,215
Total borrowings	52,854	38,584	197,099	192,292	241,167	228,725
Total shareholders' equity	161,086	154,100	146,739	140,217	135,232	130,977
Share and Per Share Data: [(2)]						
Shares outstanding at end of period	12,012,107	12,007,669	11,988,636	11,954,327	11,930,243	11,926,263
Weighted average common shares outstanding–diluted	12,456,674	12,459,467	12,393,493	12,280,191	12,181,272	12,190,284
Book value per share	$ 13.41	$ 12.83	$ 12.24	$ 11.73	$ 11.34	$ 10.98
Tangible book value per share [(3)]	13.41	12.83	12.24	11.73	11.34	10.98
Earnings per share – basic	0.56	0.59	0.50	0.39	0.34	0.31
Earnings per share – diluted	0.54	0.56	0.49	0.38	0.34	0.30
Performance Ratios:						
Return on average assets	1.21%	1.36%	1.28%	1.04%	0.95%	0.96%
Return on average shareholders' equity	16.77%	18.60%	16.84%	13.36%	12.14%	11.37%
Credit Quality Ratios:						
Nonperforming assets to total assets	0.04%	0.03%	0.03%	0.04%	0.26%	0.26%
Nonperforming assets to total loans and OREO	0.05%	0.04%	0.04%	0.05%	0.30%	0.31%
Nonperforming loans to total loans	0.04%	0.04%	0.04%	0.05%	0.30%	0.31%
Allowance for loan losses to total loans	1.19%	1.20%	1.11%	1.25%	1.13%	1.03%
Net charge-offs to average loans	0.00%	0.00%	0.00%	0.10%	0.00%	0.00%
Other Key Ratios:						
Yield on Loans Receivable	4.57%	4.44%	4.51%	4.64%	4.33%	4.57%
Cost of Deposits	0.10%	0.14%	0.16%	0.22%	0.27%	0.35%
Net Interest Margin	3.48%	3.70%	3.76%	3.89%	3.62%	3.78%
Efficiency Ratio	64.68%	58.69%	60.85%	55.26%	56.73%	57.66%
Loans Receivable to Deposits	76.71%	92.03%	105.68%	108.85%	110.98%	110.77%
Cost of Funds	0.16%	0.20%	0.24%	0.29%	0.33%	0.41%

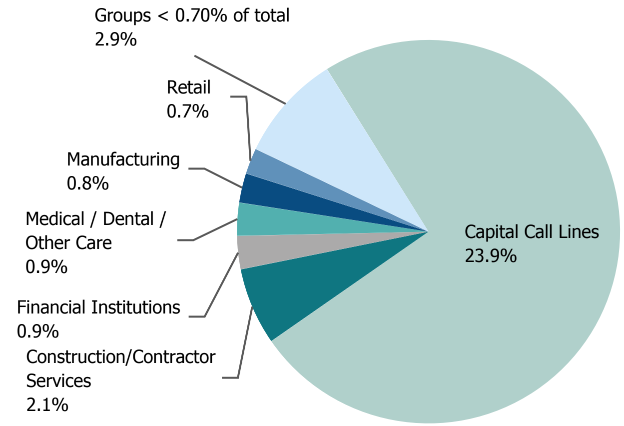
(1) Core deposits are defined as all deposits excluding time and brokered deposits.
(2) Share and per share amounts are based on total common shares outstanding, which includes common stock and nonvoting common stock.
(3) Tangible book value per share is a non-GAAP measure. Since there is no goodwill or other intangible assets as of the dates indicated, tangible book value per share is the same as book value per share as of each of the dates indicated.

CFC DIVERSE LOAN PORTFOLIO

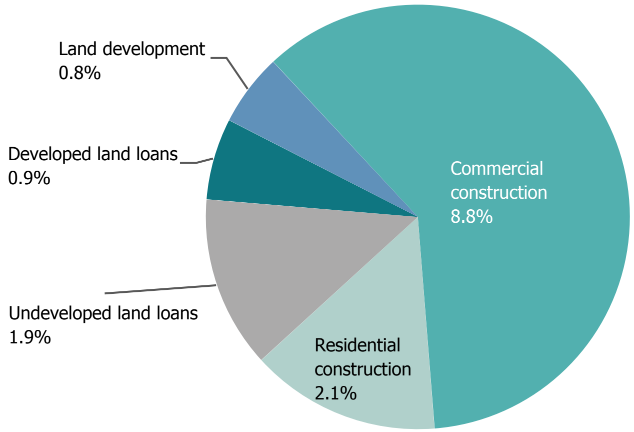
CRE Loan and Available Commitment Breakdown as % of Total Outstanding Balances and Available Commitments (Excludes PPP Loans) Represents $858.2 and 40.3% of Total Outstanding Balances and Available Commitments (Excludes PPP Loans)



C&I Loan Breakdown and Available Commitment as % of Total Outstanding Balances and Available Commitments (Excludes PPP Loans) Represents $685.5 and 32.2% of Total Outstanding Balances and Available Commitments (Excludes PPP Loans)



Construction/Land Loan and Available Commitment Breakdown as % of Total Outstanding Balances and Available Commitments (Excludes PPP Loans) Represents $311.3 and 14.6% of Total Outstanding Balances and Available Commitments (Excludes PPP Loans)



Note: Date as of and for the quarter ended September 30, 2021, unless otherwise indicated

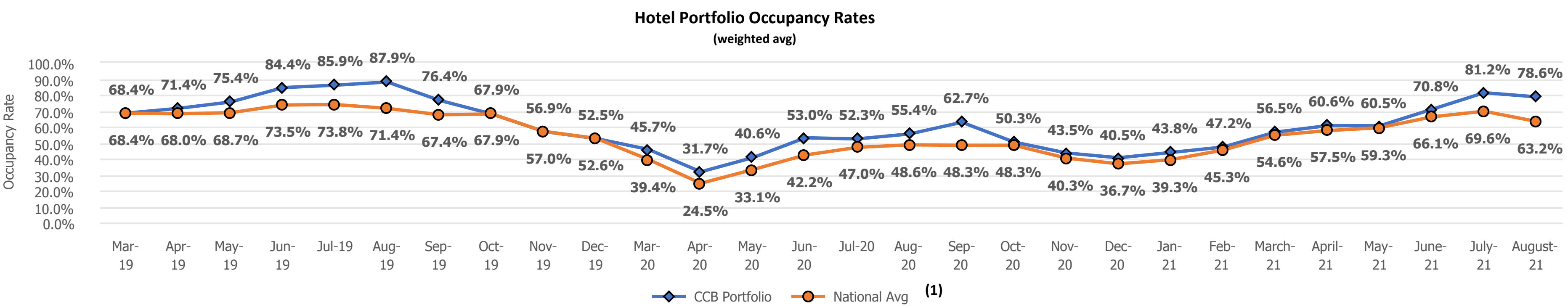
CFC LOAN PORTFOLIO STATISTICS

Significant CRE Loan Sub-Categories	Total Commitments	Weighted Average Seasoning (Months)	Weighted Average FICO Score	Weighted Average LTV	Weighted Average DSCR
Multifamily	$168,202,496	29.2	767.57	60.45%	3.15x
Hotels	$118,152,315	35.6	762.39	57.07%	2.15x
Retail	$93,131,280	39.2	775.19	54.39%	2.27x
Convenience Stores	$79,454,196	36.4	780.31	56.73%	3.27x
Mixed Use	$80,394,511	43.2	758.79	53.75%	2.68x
Warehouse	$77,263,937	36.3	777.59	55.12%	3.15x
Office - General	$60,874,076	44.8	774.87	58.90%	3.28x
Mini Storage	$40,017,337	16.2	790.09	60.42%	4.89x
Manufacturing	$37,728,294	49.0	762.90	57.94%	2.57x
Office - Professional	$35,838,213	32.6	778.52	59.72%	2.22x
Loan Category	**Commitments**	**Weighted Average Seasoning (Months)**	**Weighted Average FICO Score**	**Weighted Average LTV**	**Weighted Average DSCR**
Commercial Real Estate	$858,248,012	36.9	771.17	57%	2.91x
C&I (excludes PPP loans & CCL)	$176,609,681	39.6	771.04	50%	5.04x
Construction/Land	$311,257,606	9.4	780.57	47%	3.99x

(1) Based on best available data. If a loan has multiple guarantors, FICO score represented is highest of the guarantors. FICO scores are based off origination unless updated through annual term loan review or other credit action.

(2) Loan to Value ("LTV") data is based on best available data. LTV at origination is used unless updated information was made available through an annual term loan review or other credit action.

(3) Debt Service Coverage Ratio ("DSCR") data is based on best available data. DSCR at origination is used unless updated information was made available through an annual term loan review or other credit action.



The Bank's hotel portfolio predominantly consists of travel hotels/motels and as such our occupancy rates are higher than the national average.

(1) Source: https://www.statista.com/statistics/206546/us-hotels-occupancy-rate-by-month/

Most current data as of September 30, 2021 unless noted otherwise

COVID-19 UPDATE – COMPANY and WASHINGTON STATE RE-OPENING

- As of September 30, 2021, Washington state re-opened under the Washington Ready plan. All industry sectors previously covered by the Roadmap to Recovery or the Safe Start plan, with limited exceptions, returned to usual capacity and operations.

- Effective July 19, 2021, the Company officially re-opened, which included non-remote and hybrid workers returning to the office and in-person gatherings/trainings resuming.

- We are serving customers through branch lobbies, drive throughs, call center, mobile banking, online banking and ATMs.

As of October 15, 2021
Source: https://www.governor.wa.gov

NON-GAAP RECONCILIATION –PPP LOAN IMPACT

The following non-GAAP financial measures are presented to illustrate and identify the impact of PPP loans on Tier 1 Capital, we are providing investors with this information to better compare results with periods that did not have these significant impacts. These measures include the following:

"Adjusted Tier 1 leverage capital ratio, excluding PPP loans" is a non-GAAP measure that excludes the impact of PPP loans on balance sheet. The most directly comparable GAAP measure is Tier 1 leverage capital ratio.

Reconciliations of the GAAP and non-GAAP measures follow.

(Dollars in thousands, unaudited)		**As of September 30, 2021**		**As of June 30, 2021**
Adjusted Tier 1 leverage capital ratio, excluding PPP loans:				
Company:				
Tier 1 capital	$	164,437	$	157,450
Average assets for the leverage capital ratio	$	2,198,406	$	1,967,646
Less: Average PPP loans		(322,595)		(509,265)
Plus: Average PPPLF borrowings		—		107,047
Adjusted average assets for the leverage capital ratio	$	1,875,812	$	1,565,428
Tier 1 leverage capital ratio		7.48%		8.00%
Adjusted Tier 1 leverage capital ratio, excluding PPP loans		8.77%		10.06%

COASTAL COMMUNITY BANK

NON-GAAP RECONCILIATION – PRE-TAX, PRE-PROVISION

Some of the financial measures included in this presentation are not measures of financial performance recognized by GAAP.

The following non-GAAP measures are presented to illustrate the impact of provision for loan losses and provision for income taxes on net income and return on average assets.

"Pre-tax, pre-provision net income" is a non-GAAP measure that excludes the impact of provision for loan losses and provision for income taxes from net income. The most directly comparable GAAP measure is net income.

"Pre-tax, pre-provision return on average assets" is a non-GAAP measure that excludes the impact of provision for loan losses and provision for income taxes from return on average assets. The most directly comparable GAAP measure is return on average assets.

Reconciliations of the GAAP and non-GAAP measures are presented below.

	As of and for the Three Months Ended					As of and for the Nine Months Ended	
(Dollars in thousands, unaudited)	**September 30, 2021**	**June 30, 2021**	**March 31, 2021**	**December 31, 2020**	**September 30, 2020**	**September 30, 2021**	**September 30, 2020**
Pre-tax, pre-provision net income and pre-tax, pre-provision return on average assets:							
Total average assets	$ 2,198,550	$ 2,074,841	$ 1,912,202	$ 1,774,723	$ 1,704,874	$ 2,062,913	$ 1,462,512
Total net income	6,684	7,013	6,018	4,661	4,090	19,715	10,485
Plus: provision for loan losses	255	361	357	2,600	2,200	973	5,708
Plus: provision for income taxes	1,870	2,289	1,572	1,232	1,082	5,731	2,763
Pre-tax, pre-provision net income	$ 8,809	$ 9,663	$ 7,947	$ 8,493	$ 7,372	$ 26,419	$ 18,956
Return on average assets	1.21%	1.36%	1.28%	1.04%	0.95%	1.28%	0.96%
Pre-tax, pre-provision return on average assets:	1.59%	1.87%	1.69%	1.90%	1.72%	1.71%	1.73%

NON-GAAP RECONCILIATION – 2017 ADJUSTED MEASURES

Some of the financial measures included in this presentation are not measures of financial performance recognized by GAAP. Our management uses the non-GAAP financial measures set forth below in its analysis of our performance for 2017 to exclude the impact of a deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act.

- "Adjusted net income" is a non-GAAP measure defined as net income increased by the additional income tax expense that resulted from the revaluation of deferred tax assets as a result of the reduction in the corporate income tax rate under the recently enacted Tax Cuts and Jobs Act. The most directly comparable GAAP measure is net income.
- "Adjusted earnings per share-diluted" is a non-GAAP measure defined as net income, plus additional income tax expense as noted above, divided by weighted average outstanding shares (diluted). The most directly comparable GAAP measure is earnings per share.
- "Adjusted return on average assets" is a non-GAAP measure defined as net income, plus additional income tax expense as noted above, divided by average assets. The most directly comparable GAAP measure is return on average assets.
- "Adjusted return on average shareholders' equity" is a non-GAAP measure defined as net income, plus additional income tax expense as noted above, divided by average shareholders' equity. The most directly comparable GAAP measure is return on average shareholders' equity.

(Dollars in thousands, except share and per share data)		**As of or for the Year Ended, December 31, 2017**
Adjusted net income:		
Net income	$	5,436
Plus: additional income tax expense		1,295
Adjusted net income	$	6,731
Adjusted earnings per share – diluted		
Net income	$	5,436
Plus: additional income tax expense for deferred tax asset revaluation		1,295
Adjusted net income	$	6,731
Weighted average common shares outstanding– diluted (1)		9,237,629
Adjusted earnings per share – diluted (1)	$	0.73
Adjusted return on average assets		
Net income	$	5,436
Plus: additional income tax expense for deferred tax asset revaluation		1,295
Adjusted net income	$	6,731
Average assets	$	748,940
Adjusted return on average assets		0.90%
Adjusted return on average shareholders' equity		
Net income	$	5,436
Plus: additional income tax expense for deferred tax asset revaluation		1,295
Adjusted net income	$	6,731
Average shareholders' equity	$	65,720
Adjusted return on average shareholders' equity		10.24%

(1) Share and per share amounts are based on total common shares outstanding, which includes common stock and nonvoting common stock. These amounts have been adjusted to give effect to a one-for-five reverse stock split of common shares completed effective May 4, 2018.

COASTAL COMMUNITY BANK