



# PCB BANCORP

## Earnings Results

3Q24

October 24, 2024





# Forward-Looking Statement & Non-GAAP

## Cautionary Note Regarding Forward-Looking Statements

This presentation contains forward-looking statements. These forward-looking statements represent plans, estimates, objectives, goals, guidelines, expectations, intentions, projections and statements of our beliefs concerning future events, business plans, objectives, expected operating results and the assumptions upon which those statements are based. Forward-looking statements include without limitation any statement that may predict, forecast, indicate or imply future results, performance or achievements, and are typically identified with words such as “may,” “could,” “should,” “will,” “would,” “believe,” “anticipate,” “estimate,” “expect,” “aim,” “intend,” “plan,” or words or phrases of similar meaning. We caution that the forward-looking statements are based largely on our expectations and are subject to a number of known and unknown risks and uncertainties that are subject to change based on factors which are, in many instances, beyond our control, including but not limited to the health of the national and local economies including the impact to the Company and its customers resulting from changes to, and the level of, inflation and interest rates; the Company’s ability to maintain and grow its deposit base; loan demand and continued portfolio performance; the impact of adverse developments at other banks, including bank failures, that impact general sentiment regarding the stability and liquidity of banks that could affect our financial performance and our stock price; changes to valuations of the Company’s assets and liabilities including the allowance for credit losses, earning assets, and intangible assets; changes to the availability of liquidity sources including borrowing lines and the ability to pledge or sell certain assets; the Company’s ability to attract and retain skilled employees; customers’ service expectations; cyber security risks; the Company’s ability to successfully deploy new technology; the success of acquisitions and branch expansion; operational risks including the ability to detect and prevent errors and fraud; the effectiveness of the Company’s enterprise risk management framework; costs related to litigation; changes in laws, rules, regulations, or interpretations to which the Company is subject; the effects of severe weather events, pandemics, other public health crises, acts of war or terrorism, and other external events on our business. These and other important factors are detailed in various securities law filings made periodically by the Company, copies of which are available without charge on the SEC’s website at [www.sec.gov](http://www.sec.gov) and the on the investor relations section of the Company’s website at [www.mypcbbank.com](http://www.mypcbbank.com). Actual results, performance or achievements could differ materially from those contemplated, expressed, or implied by the forward-looking statements. Any forward-looking statements presented herein are made only as of the date of this presentation, and we do not undertake any obligation to update or revise any forward-looking statements to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise, except as required by law.

## Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures. A non-GAAP financial measure is a numerical measure of historical or future financial performance, financial position or cash flows that excludes amounts or is subject to adjustments that have the effect of excluding amounts that are included in the most directly comparable measure calculated and presented in accordance with GAAP. Reconciliations of non-GAAP measures to the most directly comparable GAAP measures are provided in the Non-GAAP Measures section of this presentation.

References to the “Company,” “we,” or “us” refer to PCB Bancorp and references to the “Bank” refer to the Company’s subsidiary, PCB Bank.



# Corporate Profile

## Market Information 10/22/24

|                                     |                   |
|-------------------------------------|-------------------|
| Market Cap                          | \$258.4 million   |
| Stock Price Per Share               | \$18.11           |
| 52-Week Range                       | \$14.50 - \$20.22 |
| Dividend Yield                      | 3.98%             |
| Dividend Payout Ratio (4Q23 – 3Q24) | 42.60%            |
| Outstanding Shares                  | 14,266,725        |

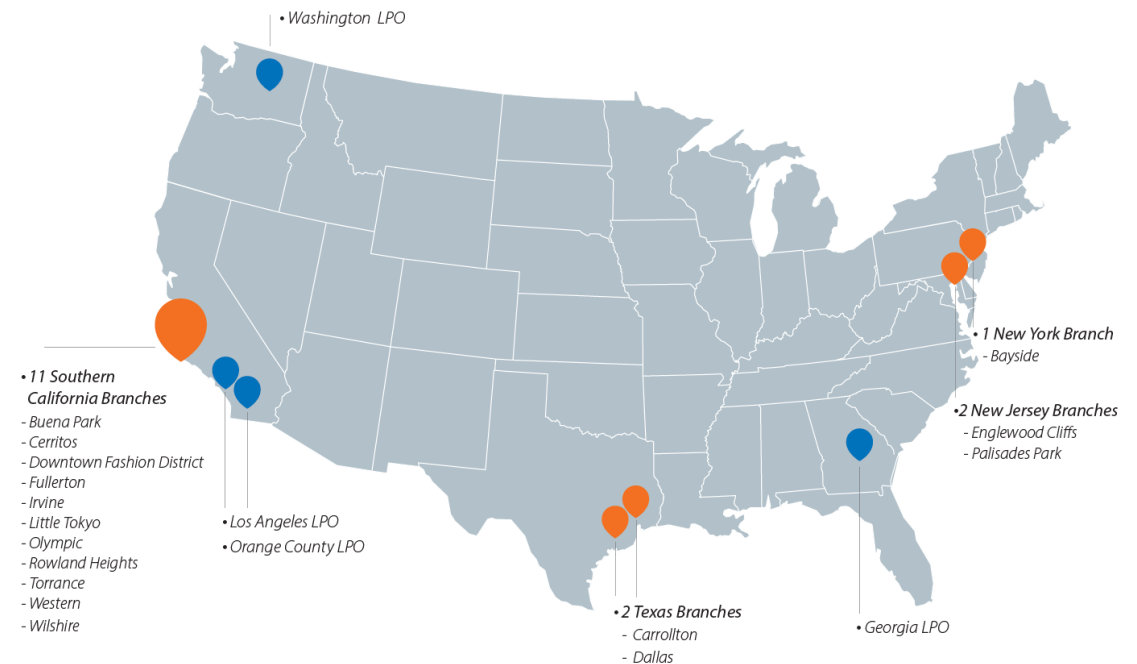
## Stock Information 3Q24 or 9/30/24

|   |         |
|---|---------|
| Diluted Earnings Per Share (“Diluted EPS”)              | \$0.52  |
| Cash Dividend Per Share                                 | \$0.18  |
| Book Value (“BV”) Per Share                             | \$25.39 |
| Tangible Common Equity (“TCE”) Per Share <sup>(1)</sup> | \$20.55 |
| Number of Repurchased Shares <sup>(2)</sup>             | 0       |

(1) Not presented in accordance with GAAP. See “Non-GAAP Measures” for reconciliation of this measure to its most comparable GAAP measure

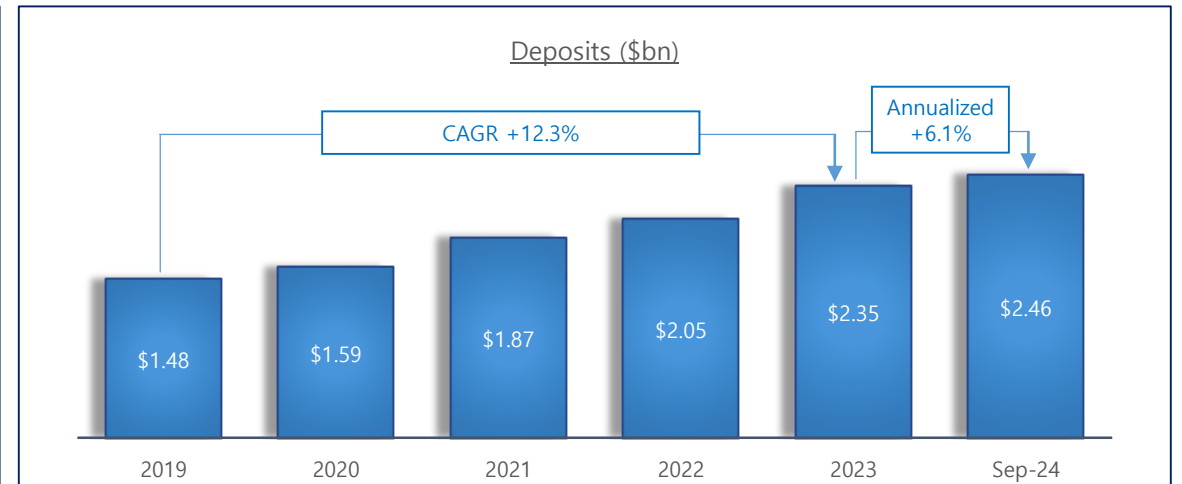
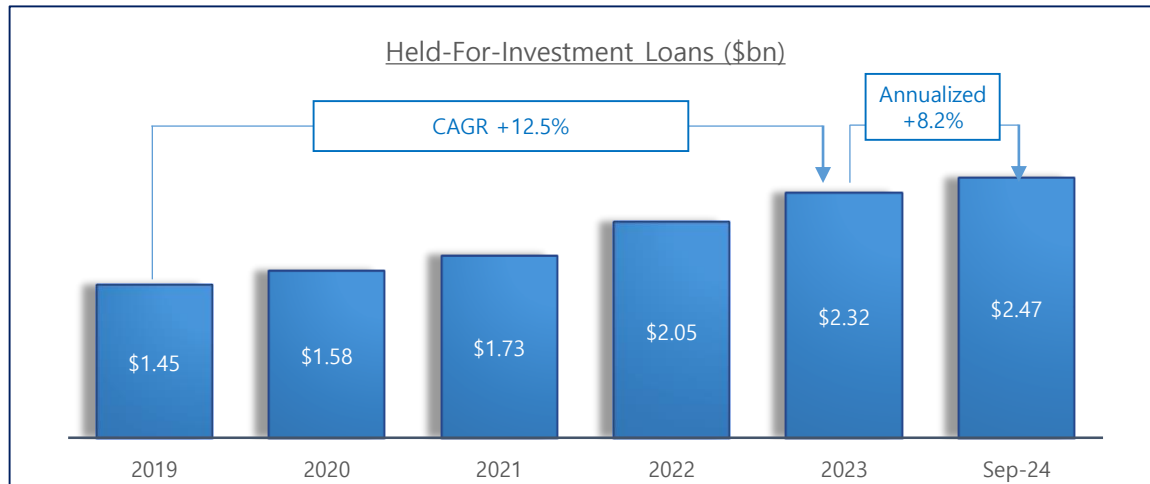
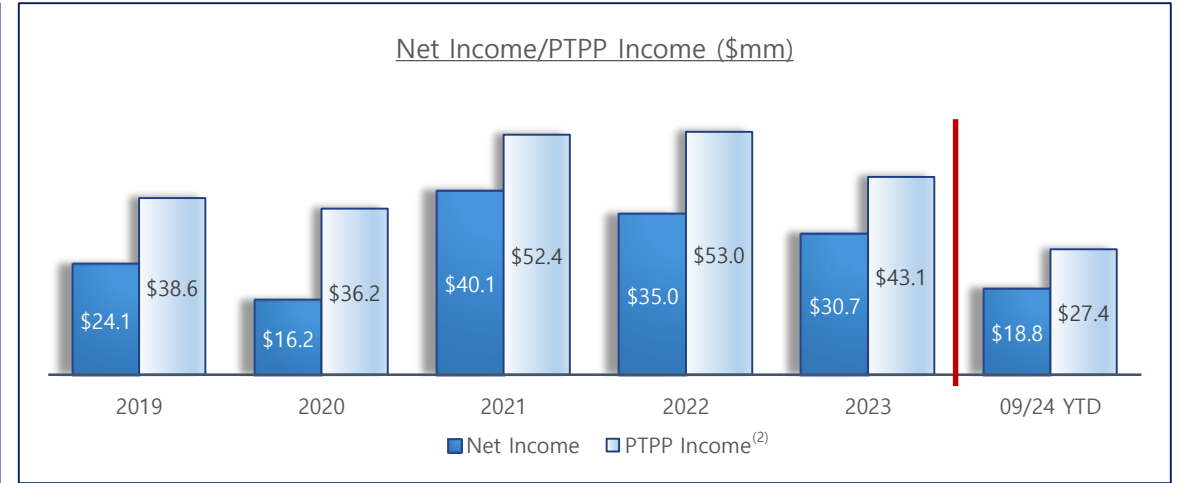
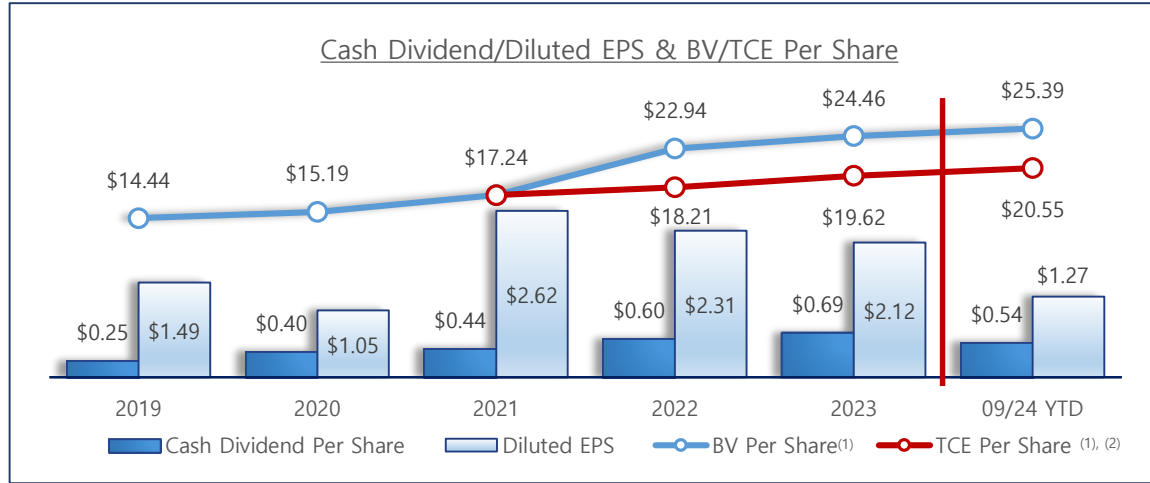
(2) The Company is authorized to purchased additional shares of 577,777 shares under the 2023 stock repurchase program as of 9/30/24.

## PCB Footprint





# Historical Performance



(1) At period end

(2) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of these measures to their most comparable GAAP measures



# 3Q24 Highlights

|                                |   |
|--------------------------------|---|
| <b>Operating Results</b>       | <ul style="list-style-type: none"> <li>• Net income available to common shareholders of \$7.5 million, or \$0.52 per diluted share</li> <li>• Provision for credit losses of \$50 thousand</li> <li>• Return on Average Assets (“ROAA”) of 1.08%, Return on Average TCE (“ROATCE”) <sup>(1)</sup> of 10.31%, net interest margin of 3.25%, and efficiency ratio of 57.6%</li> </ul>   |
| <b>Loans</b>                   | <ul style="list-style-type: none"> <li>• Loans held-for-investment (“HFI loans”) increased \$17.1 million, or 0.7%, to \$2.47 billion</li> <li>• Average loan yield was 6.82% compared to 6.77% for 2Q24</li> <li>• Total loans to deposits ratio was 100.5%</li> <li>• Quarterly loan production was \$186.6 million compared to \$73.3 million for 2Q24</li> </ul>  |
| <b>Asset Quality</b>           | <ul style="list-style-type: none"> <li>• ACL on loans was \$28.9 million, or 1.17% to HFI loans</li> <li>• Past due loans were \$3.0 million, or 0.12% of HFI loans and NPLs were \$6.6 million, or 0.27% of HFI loans</li> </ul>   |
| <b>Deposits</b>                | <ul style="list-style-type: none"> <li>• Total deposits increased \$53.6 million, or 2.2%, to \$2.46 billion</li> <li>• Core deposits<sup>(1)</sup> were \$1.52 billion, or 62.0% of total deposits</li> <li>• Non-interest bearing deposits were \$540.1 million, or 22.0% of total deposits</li> <li>• Uninsured deposits were \$1.04 billion, or 42.4% of total deposits</li> <li>• Cost of average interest-bearing deposits and total deposits were 4.85% and 3.78%, respectively</li> </ul> |
| <b>Capital &amp; Liquidity</b> | <ul style="list-style-type: none"> <li>• Declared and paid quarterly cash dividend of \$0.18 per share</li> <li>• TCE per share increased to \$20.55</li> <li>• Maintained available borrowing capacity of \$1.35 billion, or 46.6% of total assets</li> </ul>  |

(1) Not presented in accordance with GAAP. See “Non-GAAP Measures” for reconciliation to most comparable GAAP measure



# Selected Financial

| (\$ in Thousands, Except Per Share Data)         | As of or For the Three Months Ended |              |              | Compared to 6/30/24 |            | Compared to 9/30/23 |            |
|--|-------------------------------------|--------------|--------------|---------------------|------------|---------------------|------------|
|  | 9/30/24                             | 6/30/24      | 9/30/23      | Amount              | Percentage | Amount              | Percentage |
| <b>Income Statement Summary:</b>                 |                                     |              |              |                     |            |                     |            |
| Interest Income                                  | \$ 45,998                           | \$ 44,945    | \$ 38,852    | \$ 1,053            | 2.3%       | \$ 7,146            | 18.4%      |
| Interest Expense                                 | 23,279                              | 23,210       | 16,403       | 69                  | 0.3%       | 6,876               | 41.9%      |
| Net Interest Income                              | 22,719                              | 21,735       | 22,449       | 984                 | 4.5%       | 270                 | 1.2%       |
| Noninterest Income                               | 2,620                               | 2,485        | 2,502        | 135                 | 5.4%       | 118                 | 4.7%       |
| Noninterest Expense                              | 14,602                              | 15,175       | 14,207       | (573)               | -3.8%      | 395                 | 2.8%       |
| Provision (Reversal) for Credit Losses           | 50                                  | 259          | 751          | (209)               | -80.7%     | (701)               | -93.3%     |
| Pretax Income                                    | 10,687                              | 8,786        | 9,993        | 1,901               | 21.6%      | 694                 | 6.9%       |
| Income Tax Expense                               | 2,873                               | 2,505        | 2,970        | 368                 | 14.7%      | (97)                | -3.3%      |
| Net Income                                       | 7,814                               | 6,281        | 7,023        | 1,533               | 24.4%      | 791                 | 11.3%      |
| Preferred Stock Dividends                        | 346                                 | 142          | 0            | 204                 | 143.7%     | 346                 | NM         |
| Net Income Available to Common Shareholders      | 7,468                               | 6,139        | 7,023        | 1,329               | 21.6%      | 445                 | 6.3%       |
| Diluted EPS                                      | \$ 0.52                             | \$ 0.43      | \$ 0.49      | \$ 0.09             | 20.9%      | \$ 0.03             | 6.1%       |
| <b>Selected Balance Sheet Items:</b>             |                                     |              |              |                     |            |                     |            |
| HFI loans  | \$ 2,466,174                        | \$ 2,449,074 | \$ 2,323,452 | \$ 17,100           | 0.7%       | \$ 142,722          | 6.1%       |
| HFS loans  | 5,170                               | 2,959        | 5,155        | 2,211               | 74.7%      | 15                  | 0.3%       |
| Total Deposits                                   | 2,459,682                           | 2,406,254    | 2,351,612    | 53,428              | 2.2%       | 108,070             | 4.6%       |
| Total Assets                                     | 2,889,833                           | 2,852,964    | 2,789,506    | 36,869              | 1.3%       | 100,327             | 3.6%       |
| Shareholders' Equity                             | 362,300                             | 353,469      | 348,872      | 8,831               | 2.5%       | 13,428              | 3.8%       |
| TCE <sup>(2)</sup>                               | 293,159                             | 284,328      | 279,731      | 8,831               | 3.1%       | 13,428              | 4.8%       |
| <b>Key Metrics:</b>                              |                                     |              |              |                     |            |                     |            |
| BV Per Share                                     | \$ 25.39                            | \$ 24.80     | \$ 24.46     | \$ 0.59             | 2.4%       | \$ 0.93             | 3.8%       |
| TCE Per Share <sup>(1)</sup>                     | \$ 20.55                            | \$ 19.95     | \$ 19.62     | \$ 0.60             | 3.0%       | \$ 0.93             | 4.7%       |
| ROAA <sup>(2)</sup>                              | 1.08%                               | 0.89%        | 1.09%        | 0.19%               |            | -0.01%              |            |
| Return on Average Equity ("ROAE") <sup>(2)</sup> | 8.70%                               | 7.19%        | 8.12%        | 1.51%               |            | 0.58%               |            |
| ROATCE <sup>(1), (2)</sup>                       | 10.31%                              | 8.75%        | 10.17%       | 1.56%               |            | 0.14%               |            |
| Net Interest Margin <sup>(2)</sup>               | 3.25%                               | 3.16%        | 3.57%        | 0.09%               |            | -0.32%              |            |
| Efficiency Ratio <sup>(3)</sup>                  | 57.63%                              | 62.65%       | 56.94%       | -5.02%              |            | 0.69%               |            |

(1) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of these measures to their most comparable GAAP measures

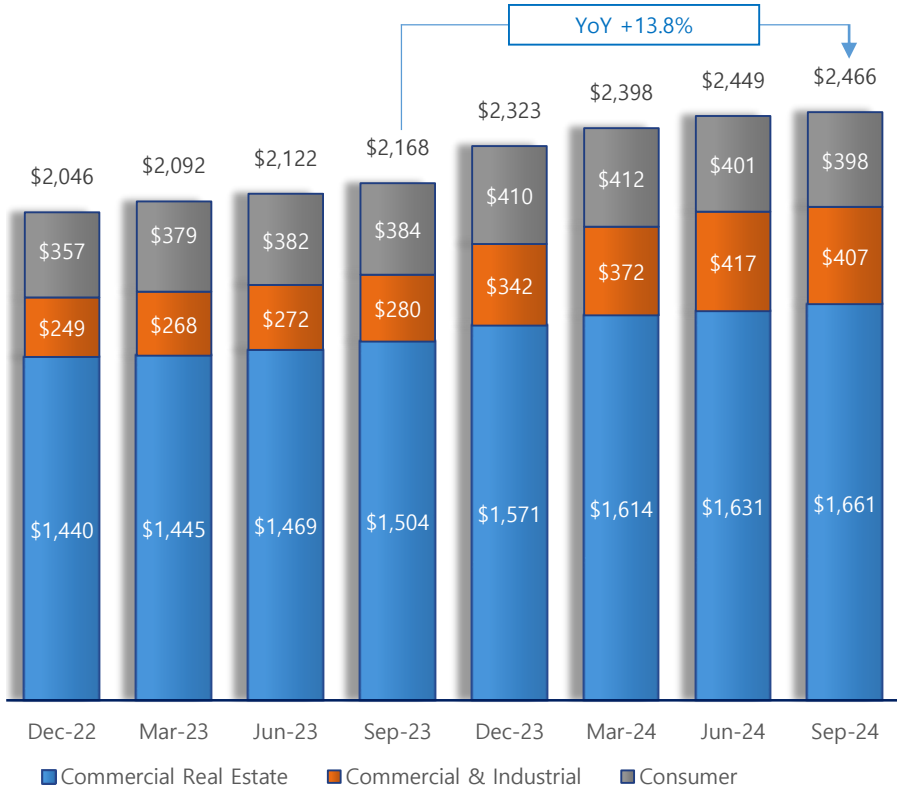
(2) Annualized

(3) Calculated by dividing noninterest expense by the sum of net interest income and noninterest income

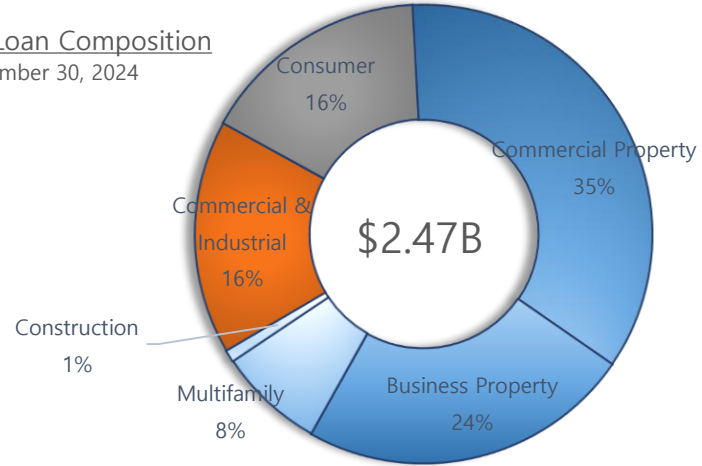


# Loan Overview

HFI Loan Trend (\$mm)



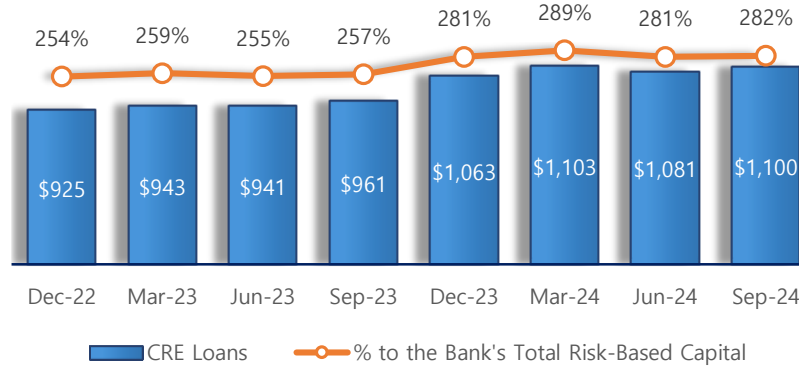
HFI Loan Composition  
September 30, 2024



### 3Q24 Highlights

- HFI loans Increased \$17.1 million, or 0.7%, to \$2.47 billion
- CRE loans increased \$29.6 million (1.8%), but C&I loans decreased \$10.3 million (2.5%) & consumer loans decreased \$2.2 million (0.6%)

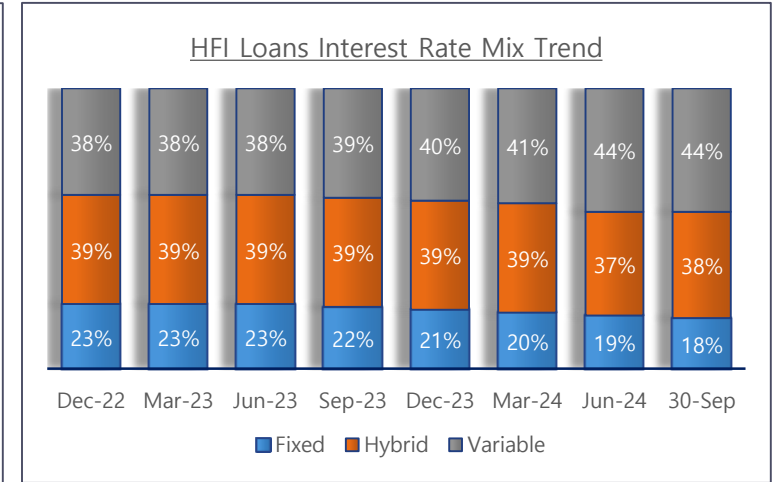
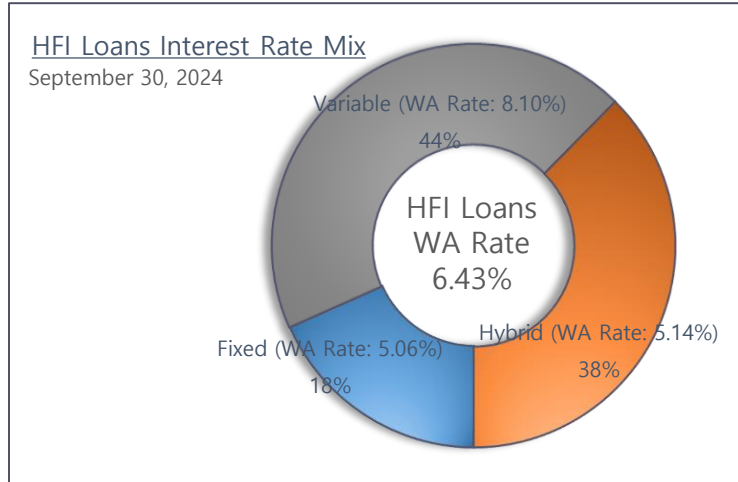
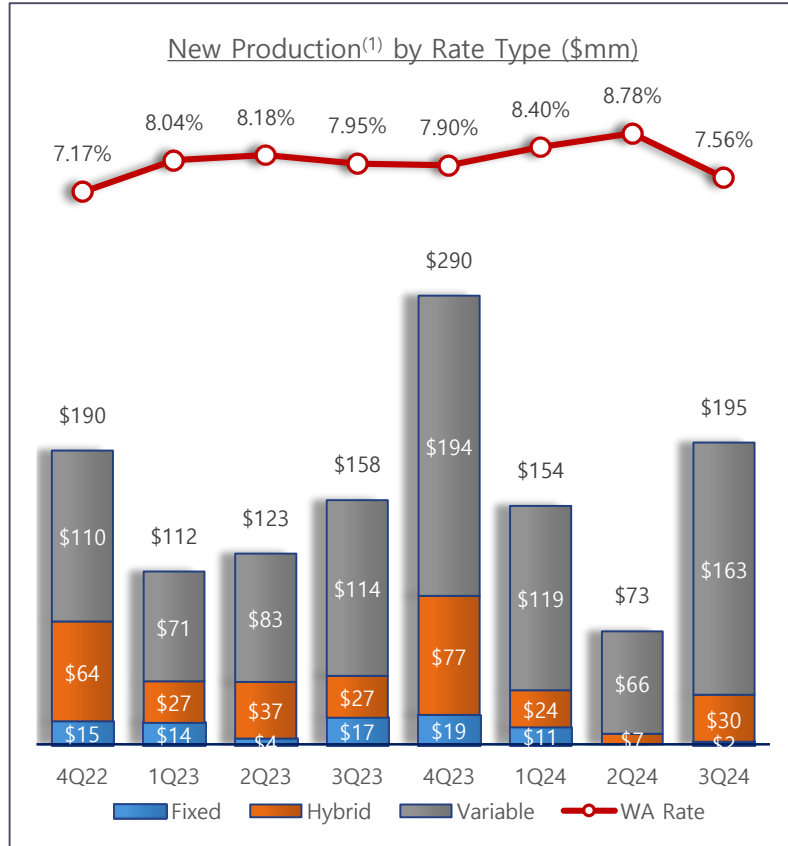
Commercial Real Estate<sup>(1)</sup> Loan Trend (\$mm)



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



# Loan Production & Rate/Yield Analysis



**Repricing Schedule (09/30/24)**

|                    | HFI Loans           |              | HFS Loans       |              | Total Loans         |              |
|--------------------|---------------------|--------------|-----------------|--------------|---------------------|--------------|
|                    | Carrying Value      | WA Rate      | Carrying Value  | WA Rate      | Carrying Value      | WA Rate      |
| Less Than 3 Months | \$ 964,030          | 8.22%        | \$ 5,170        | 9.59%        | \$ 969,200          | 8.22%        |
| 3 to 12 Months     | 286,521             | 6.01%        | 0               |              | 286,521             | 6.01%        |
| 1 to 3 Years       | 752,887             | 4.34%        | 0               |              | 752,887             | 4.34%        |
| 3 to 5 Years       | 402,472             | 6.56%        | 0               |              | 402,472             | 6.56%        |
| More than 5 Years  | 60,264              | 4.75%        | 0               |              | 60,264              | 4.75%        |
| <b>Total</b>       | <b>\$ 2,466,174</b> | <b>6.43%</b> | <b>\$ 5,170</b> | <b>9.59%</b> | <b>\$ 2,471,344</b> | <b>6.43%</b> |

**Loan Yield Analysis**

|                                   | 3Q24                  |                      | 09/24 YTD             |                      |
|-----------------------------------|-----------------------|----------------------|-----------------------|----------------------|
|                                   | Amount <sup>(2)</sup> | Yield <sup>(3)</sup> | Amount <sup>(2)</sup> | Yield <sup>(3)</sup> |
| Average Carrying Value            | \$ 2,456,015          |                      | \$ 2,413,777          |                      |
| Interest on Loans                 | \$ 41,096             | 6.66%                | \$ 118,936            | 6.54%                |
| Fee (Cost)                        | 160                   | 0.03%                | 692                   | 0.04%                |
| Prepayment Penalty & Late Charges | 86                    | 0.01%                | 227                   | 0.01%                |
| Discount (Premium)                | 773                   | 0.13%                | 2,137                 | 0.12%                |
| <b>Total Interest &amp; Fees</b>  | <b>\$ 42,115</b>      | <b>6.82%</b>         | <b>\$ 121,992</b>     | <b>6.75%</b>         |

(1) Total commitment basis  
 (2) Include both HFI and HFS loans  
 (3) Annualized





# Loan Concentration

## Commercial Real Estate Loans by Property Type (9/30/24)

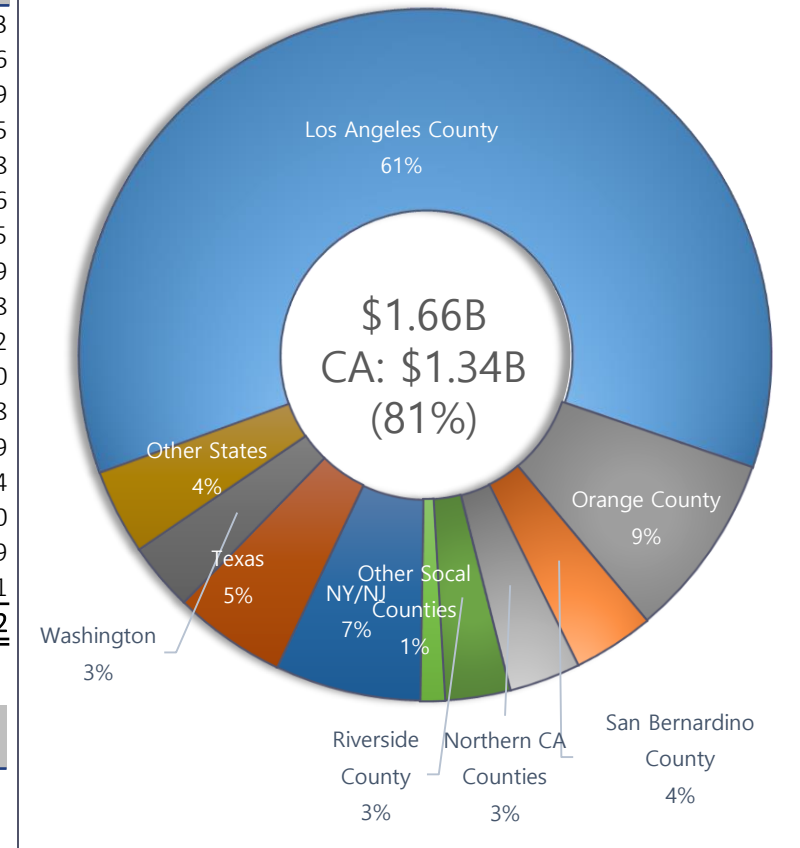
| (\$ in thousands)            | Carrying Value      | % to Total    | Count        | WA LTV <sup>(1)</sup> | WA Rate      | Maturing          |                   |                   |                   |
|------------------------------|---------------------|---------------|--------------|-----------------------|--------------|-------------------|-------------------|-------------------|-------------------|
|                              |                     |               |              |                       |              | <= 1 Year         | 2-3 Years         | 3-5 Years         | > 5 Years         |
| Retail (More Than 50%)       | \$ 363,400          | 21.8%         | 310          | 47.9%                 | 6.18%        | \$ 81,378         | \$ 80,700         | \$ 110,409        | \$ 90,913         |
| Industrial                   | 265,223             | 16.0%         | 163          | 49.1%                 | 5.87%        | 52,392            | 61,657            | 77,808            | 73,366            |
| Mixed Use                    | 175,540             | 10.6%         | 142          | 44.8%                 | 5.98%        | 37,562            | 42,099            | 56,100            | 39,779            |
| Apartments                   | 166,845             | 10.0%         | 59           | 54.7%                 | 6.01%        | 53,209            | 37,509            | 70,072            | 6,055             |
| Motel & Hotel                | 135,709             | 8.2%          | 107          | 47.5%                 | 7.31%        | 4,717             | 23,056            | 33,068            | 74,868            |
| Gas Station                  | 106,336             | 6.4%          | 119          | 53.5%                 | 6.76%        | 2,141             | 15,474            | 39,895            | 48,826            |
| Office                       | 100,568             | 6.1%          | 58           | 53.4%                 | 6.03%        | 20,168            | 17,870            | 29,635            | 32,895            |
| Medical                      | 55,343              | 3.3%          | 29           | 41.2%                 | 7.61%        | 9,418             | 32,453            | 8,923             | 4,549             |
| Auto (Sales, Repair, & etc.) | 37,146              | 2.2%          | 32           | 53.7%                 | 5.47%        | 10,211            | 310               | 21,987            | 4,638             |
| Golf Course                  | 35,875              | 2.2%          | 8            | 48.9%                 | 5.06%        | 0                 | 22,965            | 7,658             | 5,252             |
| Car Wash                     | 33,945              | 2.0%          | 27           | 48.9%                 | 6.02%        | 10,808            | 7,533             | 8,364             | 7,240             |
| Commercial Condominium       | 31,414              | 1.9%          | 40           | 50.5%                 | 5.91%        | 4,662             | 7,061             | 10,193            | 9,498             |
| Spa, Sauna, & Oher Self-Care | 30,805              | 1.9%          | 7            | 49.2%                 | 5.21%        | 13,384            | 0                 | 8,432             | 8,989             |
| Nursing Facility             | 26,832              | 1.6%          | 8            | 51.7%                 | 7.16%        | 0                 | 0                 | 19,308            | 7,524             |
| Construction                 | 21,150              | 1.3%          | 6            | 54.4%                 | 9.20%        | 21,150            | 0                 | 0                 | 0                 |
| Wholesale                    | 19,178              | 1.2%          | 16           | 41.9%                 | 5.37%        | 4,241             | 1,922             | 12,016            | 999               |
| Others                       | 55,611              | 3.3%          | 79           | 47.4%                 | 6.44%        | 9,162             | 9,327             | 15,291            | 21,831            |
| <b>Total</b>                 | <b>\$ 1,660,920</b> | <b>100.0%</b> | <b>1,210</b> | <b>49.2%</b>          | <b>6.25%</b> | <b>\$ 334,603</b> | <b>\$ 359,936</b> | <b>\$ 529,159</b> | <b>\$ 437,222</b> |

## Residential Mortgage Loans (9/30/24)

| (\$ in thousands)    | Carrying Value | WA LTV <sup>(1)</sup> | WA FICO |
|----------------------|----------------|-----------------------|---------|
| Residential Mortgage | \$ 383,377     | 59.5%                 | 758     |

(1) Collateral value at origination

Commercial Real Estate Loans  
Geographic Concentration (9/30/24)



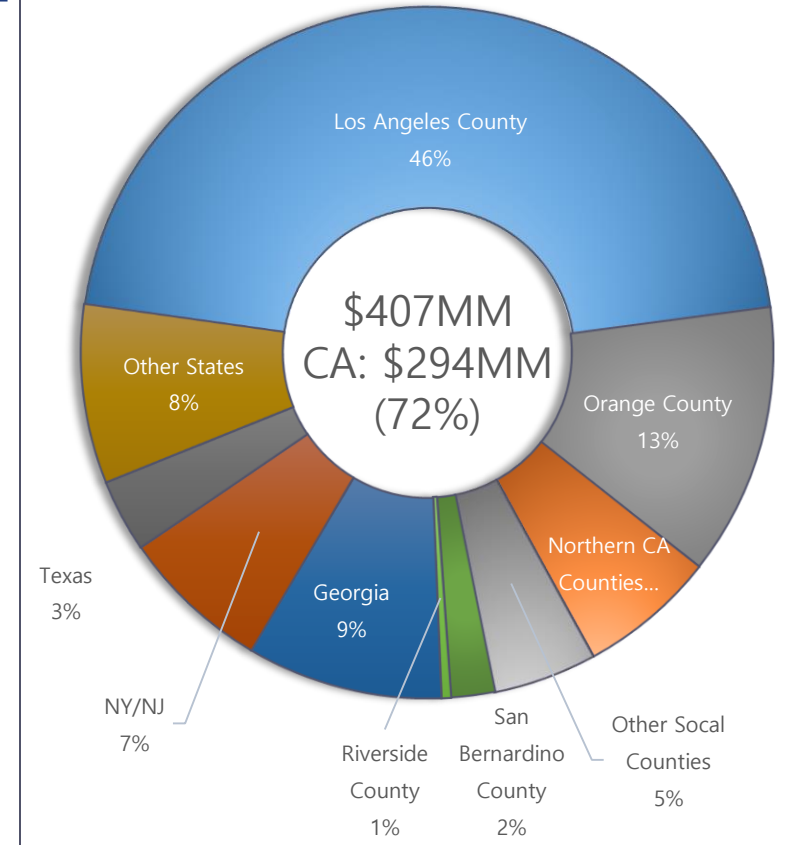


# Loan Concentration

## Commercial & Industrial Loans by Industry Type (9/30/24)

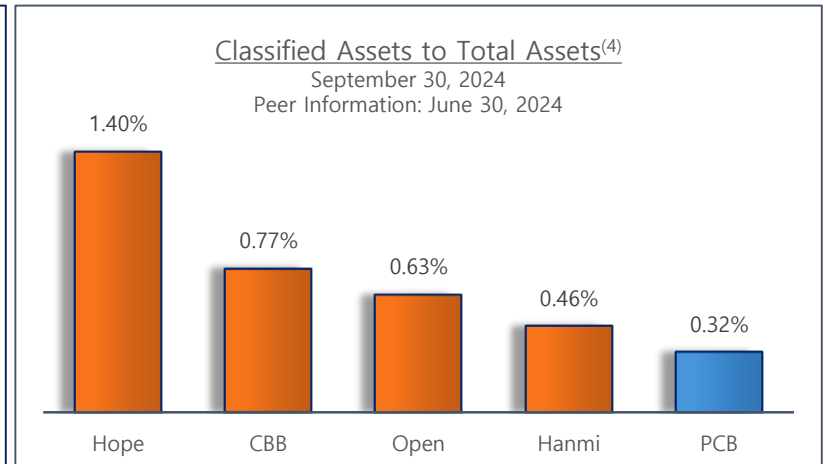
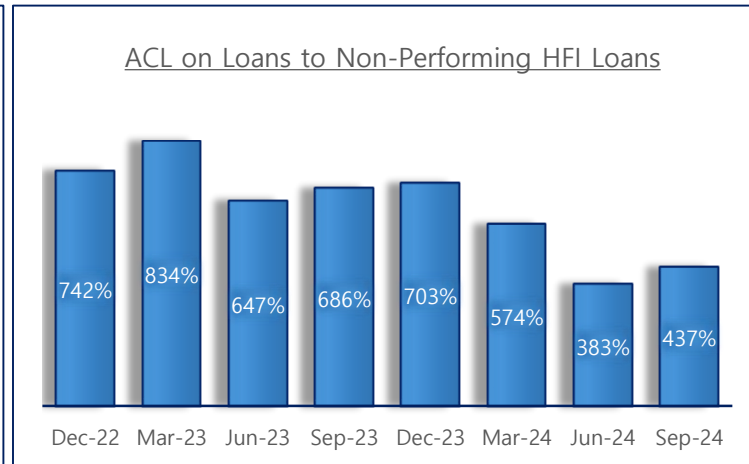
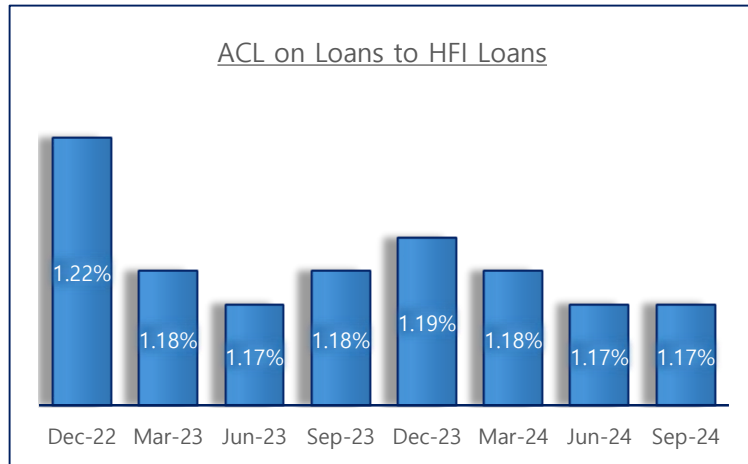
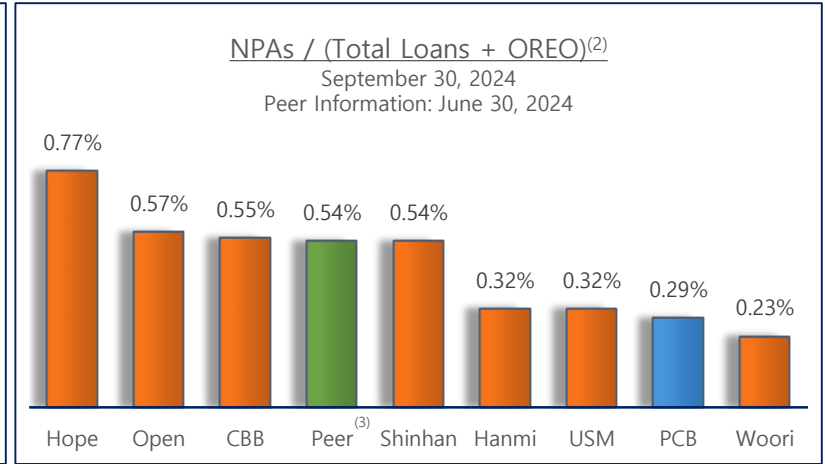
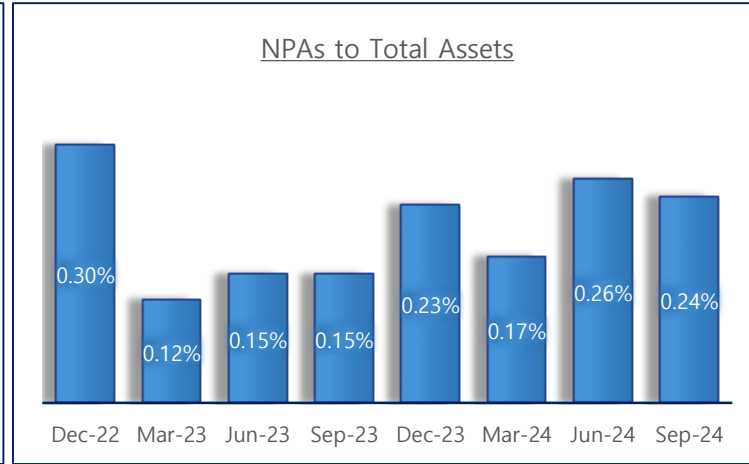
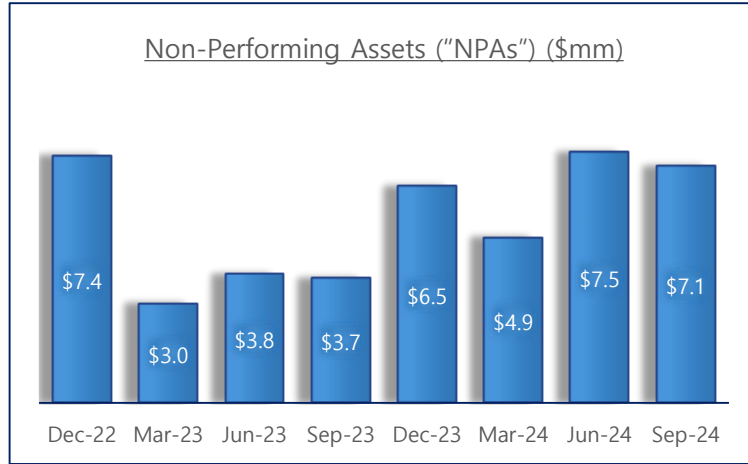
| (\$ in thousands)                              | Carrying Value    | % to Total    | WA Rate      | WA Month to Maturity |
|--|-------------------|---------------|--------------|----------------------|
| Finance & Insurance                            | \$ 131,064        | 32.3%         | 7.21%        | 9                    |
| General Manufacturing & Wholesale Trade        | 88,068            | 21.7%         | 7.73%        | 12                   |
| Retail Trade                                   | 40,183            | 9.9%          | 8.57%        | 45                   |
| Food Services                                  | 36,807            | 9.0%          | 8.95%        | 56                   |
| Real Estate Related                            | 30,264            | 7.4%          | 7.55%        | 16                   |
| Arts, Entertainment, & Recreation              | 25,362            | 6.2%          | 8.34%        | 21                   |
| Professional, Scientific, & Technical Services | 16,594            | 4.1%          | 8.17%        | 17                   |
| Construction                                   | 10,332            | 2.5%          | 8.16%        | 4                    |
| Transportation & Warehousing                   | 8,337             | 2.0%          | 8.74%        | 28                   |
| Health Care & Social Assistance                | 7,716             | 1.9%          | 8.45%        | 41                   |
| All Other                                      | 12,297            | 3.0%          | 8.20%        | 46                   |
| <b>Total</b>                                   | <b>\$ 407,024</b> | <b>100.0%</b> | <b>7.86%</b> | <b>21</b>            |

## Commercial & Industrial Loans Geographic Concentration (9/30/24)





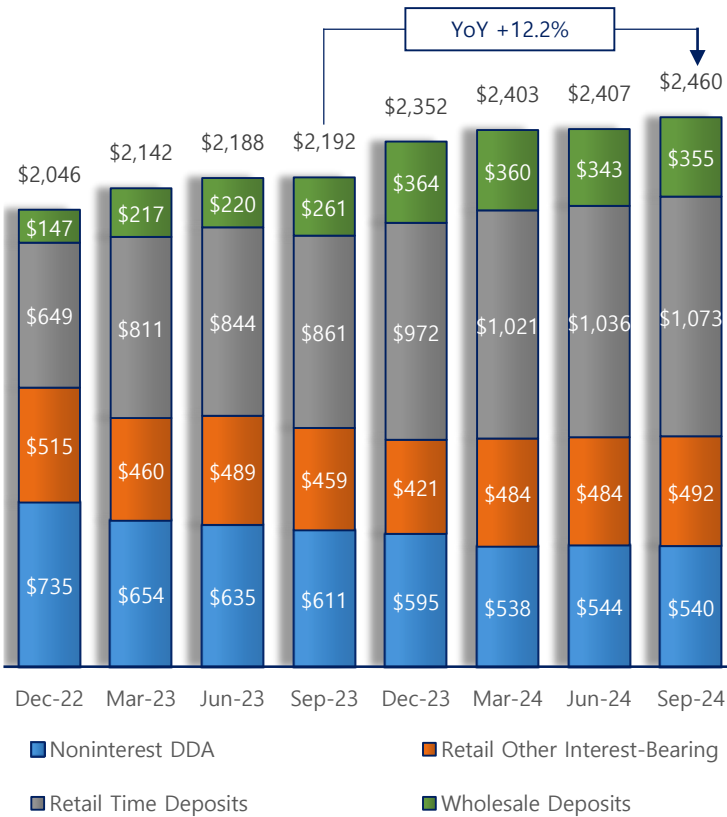
# Credit Quality & Peer<sup>(1)</sup> Comparison



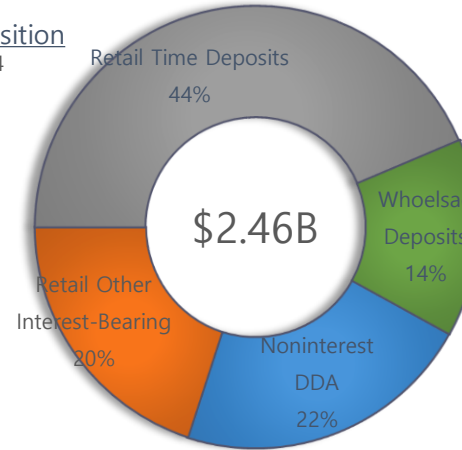
(1) Korean-American banks operating in Southern California  
 (2) Source: UBPR  
 (3) PCB Bank's Peer Group per UBPR  
 (4) Source: press releases concerning financial performance

# Deposits

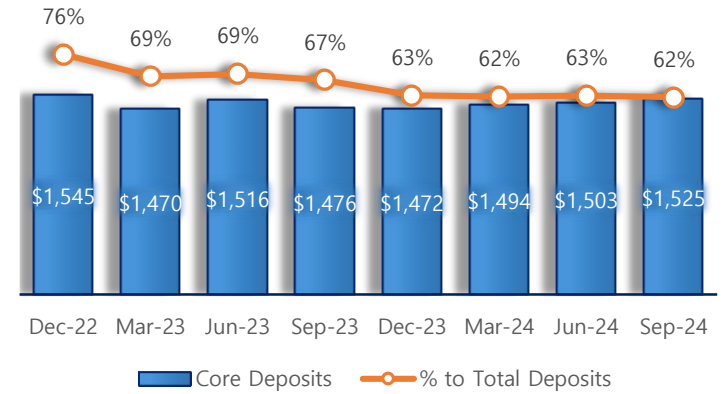
Deposit Trend (\$mm)



Deposit Composition  
September 30, 2024



Core Deposits<sup>(1)</sup> (\$mm)



Time Deposit Maturity Schedule (9/30/24)

(\$ in thousands)

Less Than 3 Months  
3 to 6 Months  
6 to 9 Months  
9 to 12 Months  
More than 12 Months

Total

|                     | Retail              |              | Wholesale         |              | Total               |              |
|---------------------|---------------------|--------------|-------------------|--------------|---------------------|--------------|
|                     | Amount              | WA Rate      | Amount            | WA Rate      | Amount              | WA Rate      |
| Less Than 3 Months  | \$ 398,341          | 5.23%        | \$ 192,041        | 5.34%        | \$ 590,382          | 5.27%        |
| 3 to 6 Months       | 371,741             | 5.11%        | 150,000           | 4.63%        | 521,741             | 4.97%        |
| 6 to 9 Months       | 160,631             | 5.01%        | 13,038            | 5.25%        | 173,669             | 5.02%        |
| 9 to 12 Months      | 136,170             | 4.65%        | 0                 |              | 136,170             | 4.65%        |
| More than 12 Months | 5,713               | 3.34%        | 0                 |              | 5,713               | 3.34%        |
| <b>Total</b>        | <b>\$ 1,072,596</b> | <b>5.07%</b> | <b>\$ 355,079</b> | <b>5.04%</b> | <b>\$ 1,427,675</b> | <b>5.06%</b> |

**3Q24 Highlight**

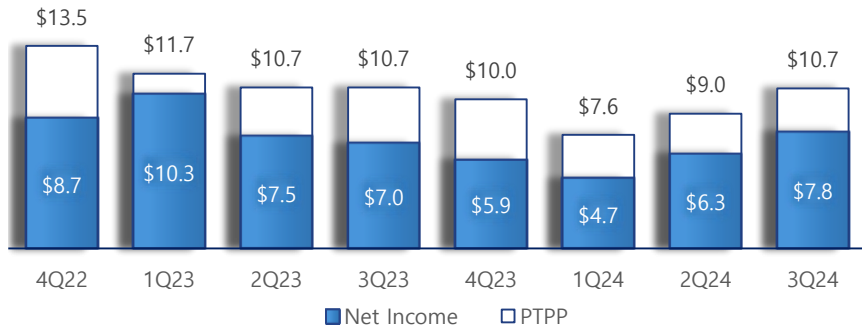
- Total deposits increased \$53.4 million (2.2%)
- Retail deposits increased \$41.4 million (2.0%) and wholesale deposits increased \$12.0 million (3.5%)
- Uninsured deposits were \$1.04 billion (42.4% of total deposits) compared to \$1.02 billion (42.4% of total deposits) at 6/30/24

(1) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of this measure to its most comparable GAAP measure.

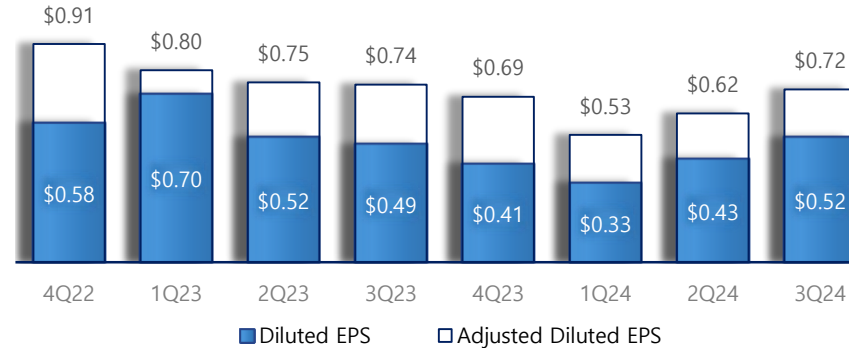


# Profitability

Net Income & PTPP<sup>(1)</sup> Income (\$mm)



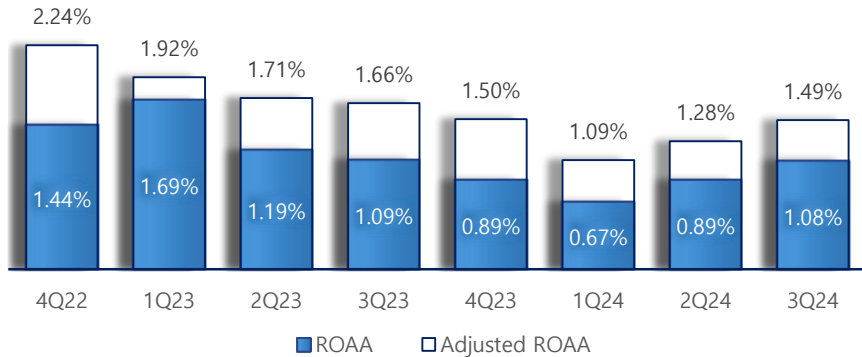
Diluted EPS & Adjusted Diluted EPS<sup>(1)</sup>



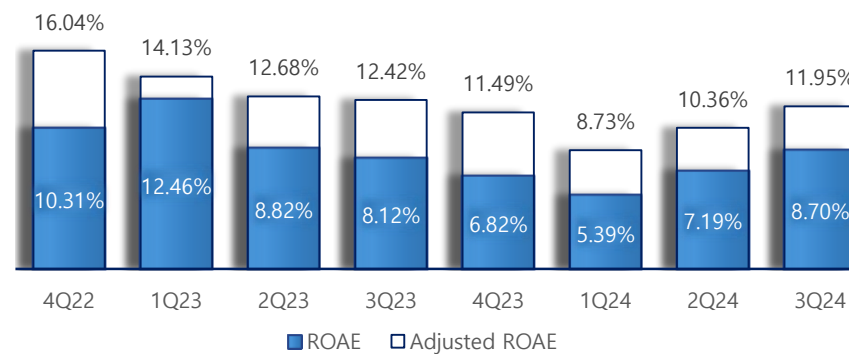
### 3Q24 Highlights

- Net interest income increased \$984 thousand and noninterest expense decreased \$722 thousand, but noninterest income decreased \$14 thousand.

ROAA & Adjusted ROAA<sup>(1)</sup>



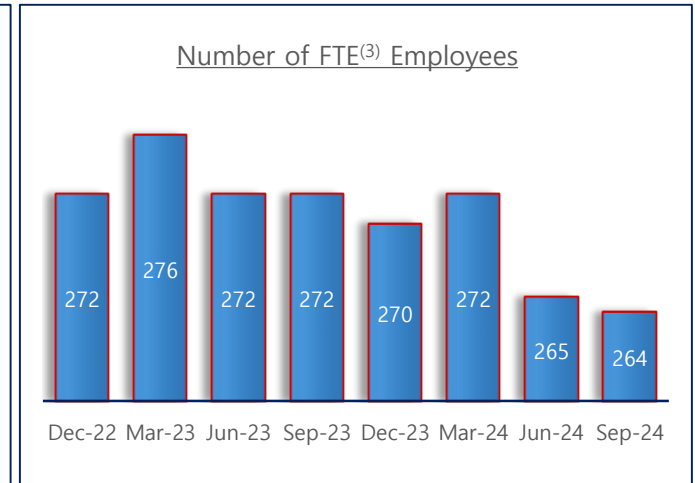
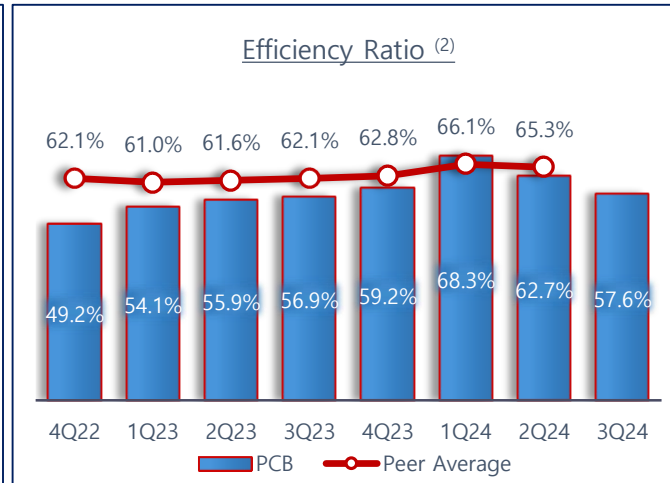
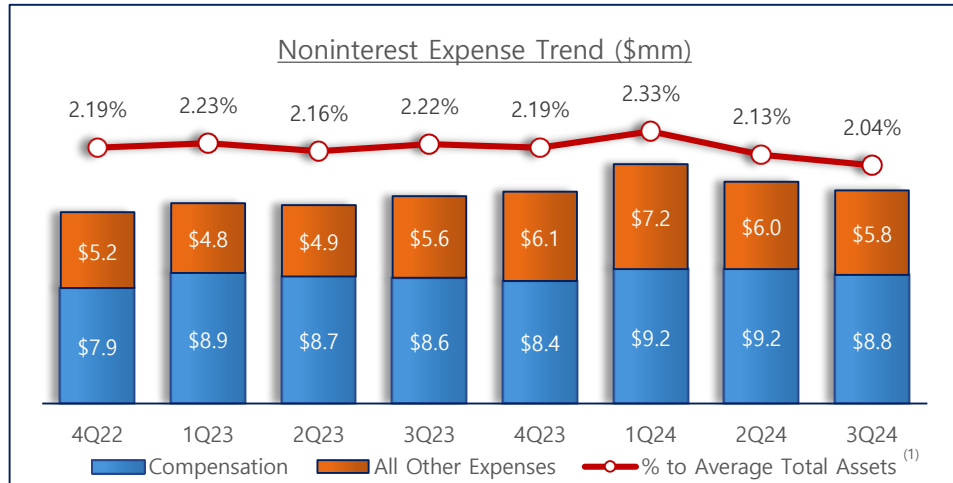
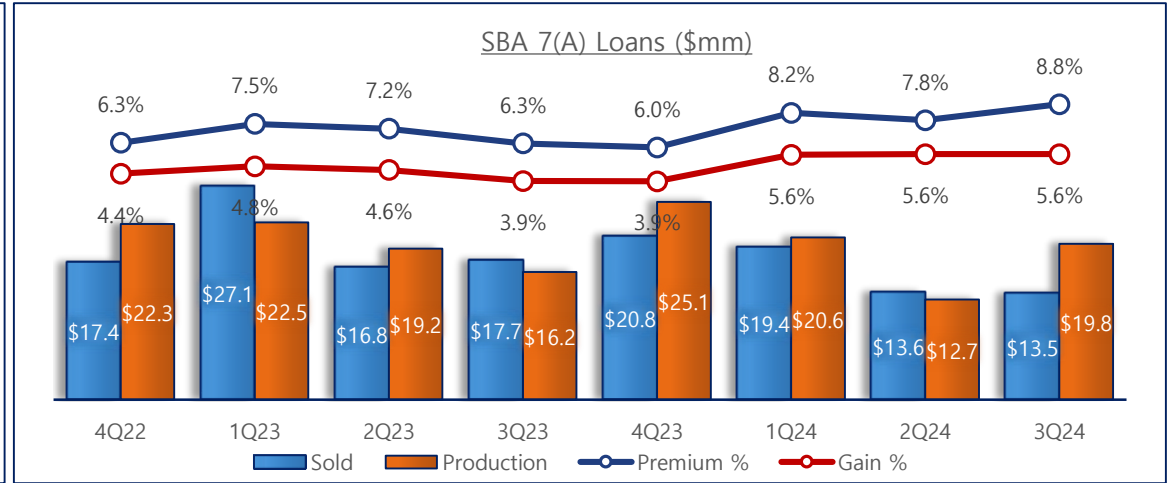
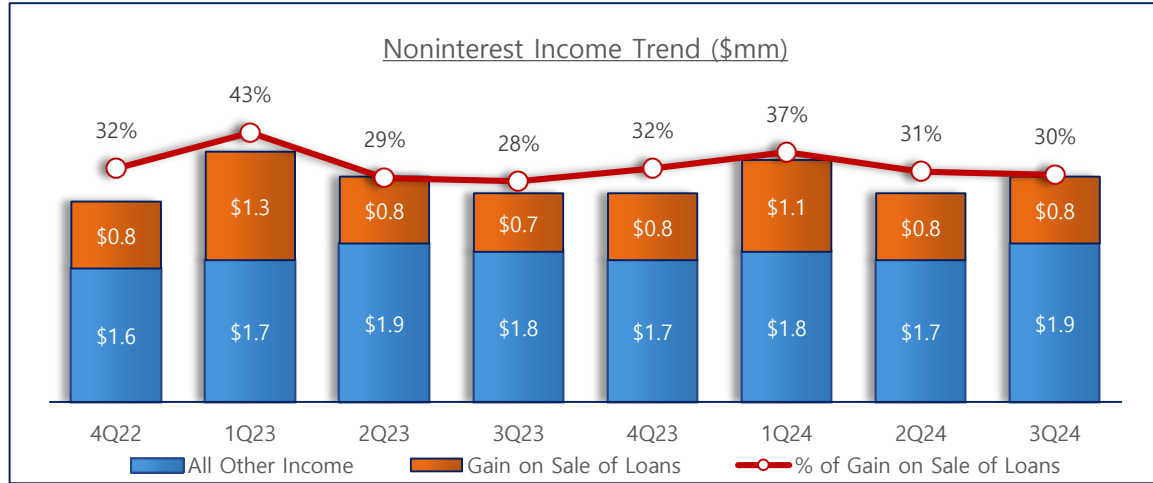
ROAE & Adjusted ROAE<sup>(1)</sup>



(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 comparable GAAP measures.



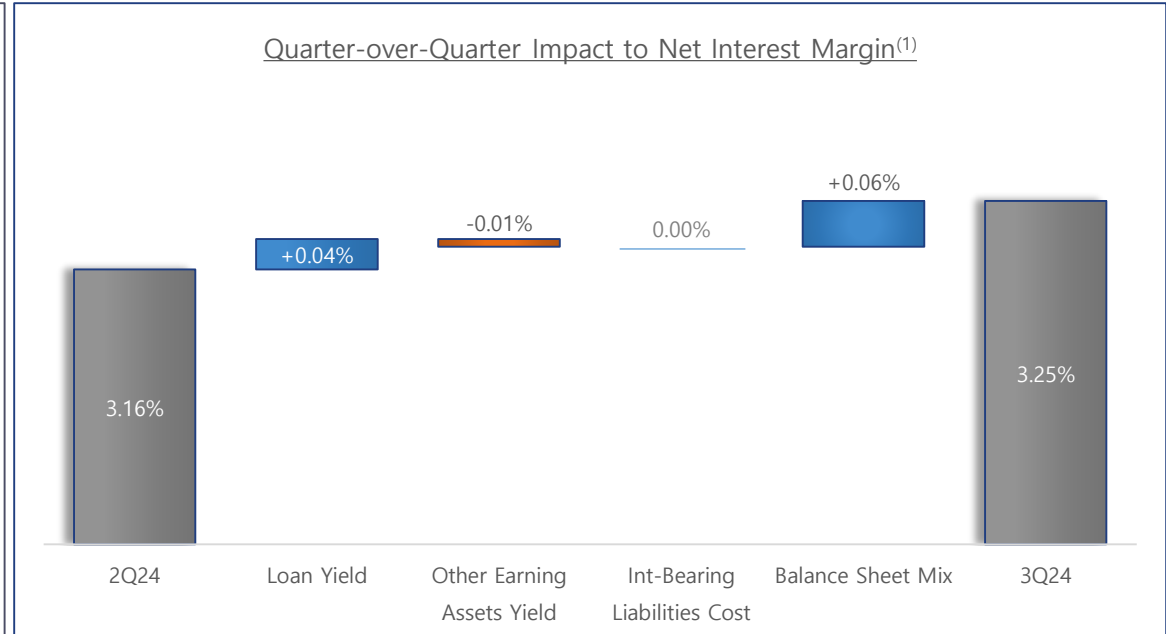
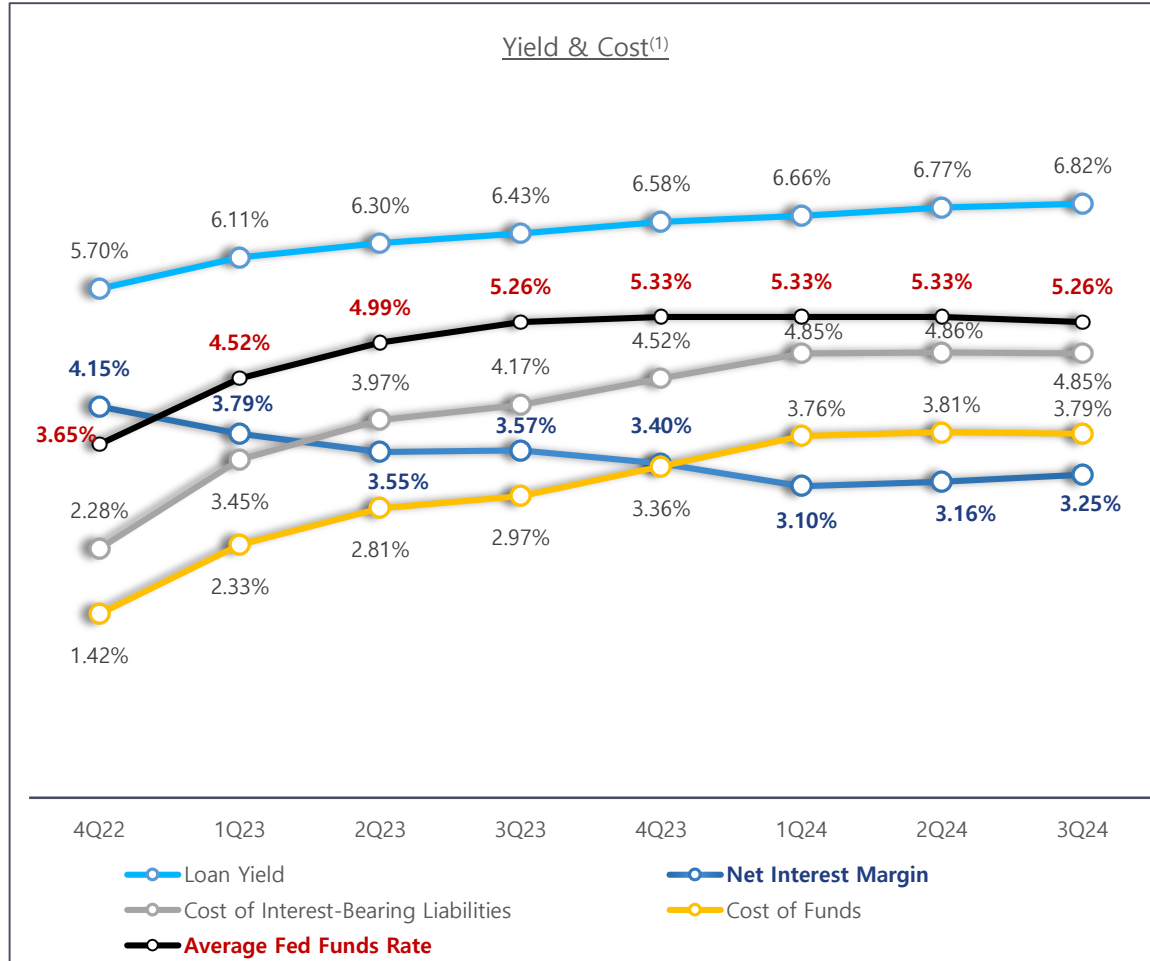
# Noninterest Income & Expense



(1) Annualized  
 (2) Calculated by dividing noninterest expense by the sum of net interest income and noninterest income. Peer average data from UBPR  
 (3) Full-time equivalent



# Net Interest Margin



### 3Q24 Highlights

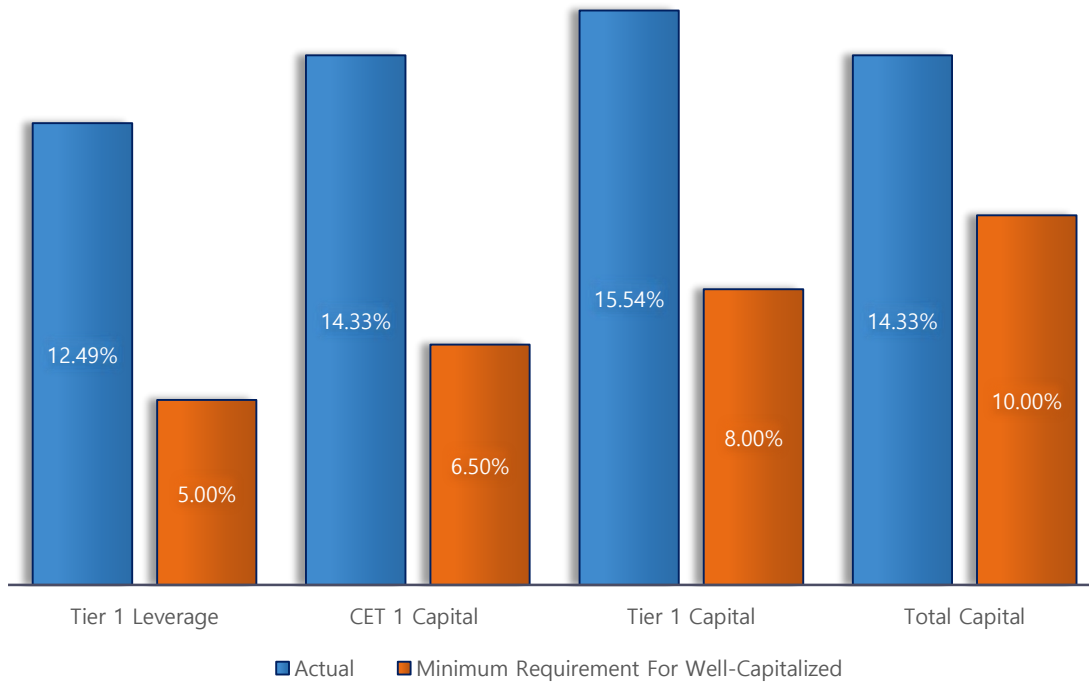
- Net interest income increased \$984 thousand to \$22.7 million from \$21.7 million for 2Q24.
- Net interest margin increased to 3.25% from 3.16% for 2Q24 mainly due to increases in loan yield and balance sheet mix.

(1) Annualized

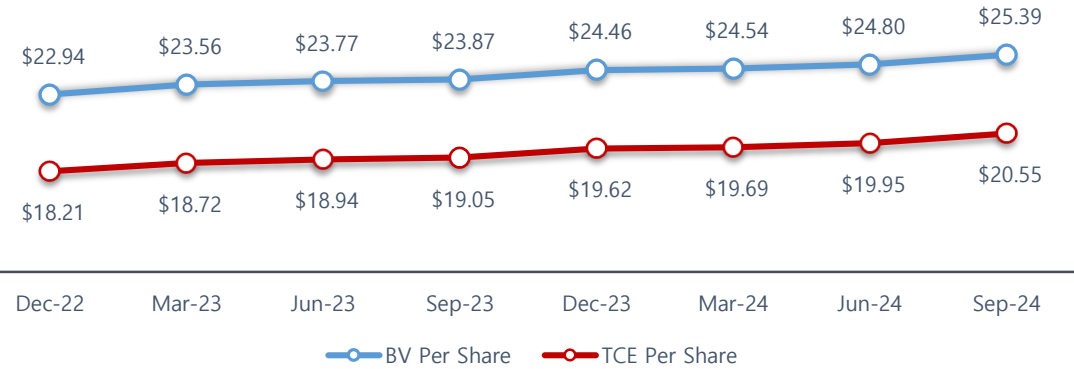


# Capital

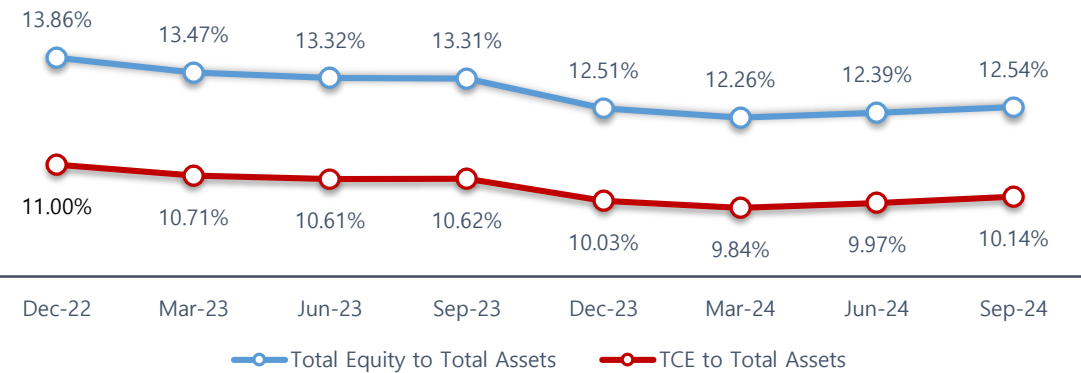
Bank-Level Regulatory Capital Ratios  
September 30, 2024



Book Value/TCE<sup>(1)</sup> Per Share



Total Equity/TCE<sup>(1)</sup> to Total Assets



(1) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of this measure to its most comparable GAAP measure.





# Non-GAAP Measures

To supplement the financial information presented in accordance with GAAP, we use certain non-GAAP financial measures. 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. Risks associated with non-GAAP 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. In the information below, we provide reconciliations of the non-GAAP financial measures used in this presentation to the most direct comparable 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.

## ROATCE, TCE Per Share and TCE to Total Assets

ROATCE, TCE per share and TCE to total assets measures that we use to measure the Company's performance. We calculated TCE as total shareholders' equity excluding preferred stock. Management believes the non-GAAP measures provide useful supplemental information, and a clearer understanding of the Company's performance.

## PTPP 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.



# Non-GAAP Measures

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

| (\$ in thousands)                       |         | Dec-22              | Mar-23              | Jun-23              | Sep-23              | Dec-23              | Mar-24              | Jun-24              | Sep-24              |
|---|---------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Total Deposits                          | (d)     | \$ 2,045,983        | \$ 2,141,689        | \$ 2,188,231        | \$ 2,192,129        | \$ 2,351,612        | \$ 2,402,840        | \$ 2,406,254        | \$ 2,459,682        |
| Less: Time Deposits Greater Than \$250K |         | (413,876)           | (514,464)           | (511,590)           | (514,406)           | (575,702)           | (609,550)           | (619,832)           | (640,166)           |
| Less: Brokered Deposits                 |         | (87,031)            | (157,020)           | (160,149)           | (201,258)           | (303,742)           | (299,776)           | (283,033)           | (295,080)           |
| Core Deposits                           | (e)     | <u>\$ 1,545,076</u> | <u>\$ 1,470,205</u> | <u>\$ 1,516,492</u> | <u>\$ 1,476,465</u> | <u>\$ 1,472,168</u> | <u>\$ 1,493,514</u> | <u>\$ 1,503,389</u> | <u>\$ 1,524,436</u> |
| Core Deposits to Total Deposits         | (e)/(d) | 75.5%               | 68.6%               | 69.3%               | 67.4%               | 62.6%               | 62.2%               | 62.5%               | 62.0%               |

The following table reconciles ROATCE to its most comparable GAAP measure:

| (\$ in thousands)                           |         | 4Q22              | 1Q23              | 2Q23              | 3Q23              | 4Q23              | 1Q24              | 2Q24              | 3Q24              |
|---|---------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Average Total Shareholders' Equity          | (a)     | \$ 334,832        | \$ 335,169        | \$ 339,869        | \$ 343,144        | \$ 343,735        | \$ 349,644        | \$ 351,221        | \$ 357,376        |
| Less: Average Preferred Stock               |         | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            |
| Average TCE (Non-GAAP)                      | (b)     | <u>\$ 265,691</u> | <u>\$ 266,028</u> | <u>\$ 270,728</u> | <u>\$ 274,003</u> | <u>\$ 274,594</u> | <u>\$ 280,503</u> | <u>\$ 282,080</u> | <u>\$ 288,235</u> |
| Net Income                                  | (c)     | \$ 8,702          | \$ 10,297         | \$ 7,477          | \$ 7,023          | \$ 5,908          | \$ 4,685          | \$ 6,281          | \$ 7,814          |
| ROAE <sup>(1)</sup>                         | (c)/(a) | 10.31%            | 12.46%            | 8.82%             | 8.12%             | 6.82%             | 5.32%             | 7.19%             | 8.70%             |
| Net Income Available to Common Shareholders | (d)     | \$ 8,702          | \$ 10,297         | \$ 7,477          | \$ 7,023          | \$ 5,908          | \$ 4,685          | \$ 6,139          | \$ 7,468          |
| ROATCE (Non-GAAP) <sup>(1)</sup>            | (d)/(b) | 12.99%            | 15.70%            | 11.08%            | 10.17%            | 8.54%             | 6.63%             | 8.75%             | 10.31%            |

The following table reconciles TCE per share and TCE to total assets to their most comparable GAAP measures:

| (\$ in thousands, except per share data)   |         | Dec-22            | Mar-23            | Jun-23            | Sep-23            | Dec-23            | Mar-24            | Jun-24            | Sep-24            |
|--|---------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Total Shareholders' Equity                 | (a)     | \$ 335,442        | \$ 336,830        | \$ 340,411        | \$ 341,852        | \$ 348,872        | \$ 350,005        | \$ 353,469        | \$ 362,300        |
| Less: Preferred Stock                      |         | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            | 69,141            |
| TCE (Non-GAAP)                             | (b)     | <u>\$ 266,301</u> | <u>\$ 267,689</u> | <u>\$ 271,270</u> | <u>\$ 272,711</u> | <u>\$ 279,731</u> | <u>\$ 280,864</u> | <u>\$ 284,328</u> | <u>\$ 293,159</u> |
| Outstanding Shares                         | (c)     | 14,625,474        | 14,297,870        | 14,318,890        | 14,319,014        | 14,260,440        | 14,263,791        | 14,254,024        | 14,266,725        |
| Book Value Per Share                       | (a)/(c) | \$ 22.94          | \$ 23.56          | \$ 23.77          | \$ 23.87          | \$ 24.46          | \$ 24.54          | \$ 24.80          | \$ 25.39          |
| TCE Per Share (Non-GAAP)                   | (b)/(c) | \$ 18.21          | \$ 18.72          | \$ 18.94          | \$ 19.05          | \$ 19.62          | \$ 19.69          | \$ 19.95          | \$ 20.55          |
| Total Assets                               | (d)     | \$ 2,420,036      | \$ 2,500,524      | \$ 2,556,345      | \$ 2,567,974      | \$ 2,789,506      | \$ 2,854,292      | \$ 2,852,964      | \$ 2,889,833      |
| Total Shareholders' Equity to Total Assets | (a)/(d) | 13.86%            | 13.47%            | 13.32%            | 13.31%            | 12.51%            | 12.26%            | 12.39%            | 12.54%            |
| TCE to Total Assets (Non-GAAP)             | (b)/(d) | 11.00%            | 10.71%            | 10.61%            | 10.62%            | 10.03%            | 9.84%             | 9.97%             | 10.14%            |

(1) Annualized



# 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)  |         | 4Q22             | 1Q23             | 2Q23             | 3Q23             | 4Q23            | 1Q24            | 2Q24            | 3Q24             |
|--|---------|------------------|------------------|------------------|------------------|-----------------|-----------------|-----------------|------------------|
| Net Income   | (a)     | \$ 8,702         | \$ 10,297        | \$ 7,477         | \$ 7,023         | \$ 5,908        | \$ 4,685        | \$ 6,281        | \$ 7,814         |
| Add: Provision (Reversal) for Credit Losses <sup>(1)</sup> |         | 1,149            | (2,778)          | 197              | 751              | 1,698           | 1,090           | 259             | 50               |
| Add: Income Tax Provision                                  |         | 3,688            | 4,162            | 3,073            | 2,970            | 2,352           | 1,817           | 2,505           | 2,873            |
| PTPP Income (Non-GAAP)                                     | (b)     | <u>\$ 13,539</u> | <u>\$ 11,681</u> | <u>\$ 10,747</u> | <u>\$ 10,744</u> | <u>\$ 9,958</u> | <u>\$ 7,592</u> | <u>\$ 9,045</u> | <u>\$ 10,737</u> |
| Average Total Assets                                       | (c)     | \$ 2,395,712     | \$ 2,470,876     | \$ 2,520,752     | \$ 2,563,233     | \$ 2,642,175    | \$ 2,809,808    | \$ 2,853,152    | \$ 2,866,707     |
| ROAA <sup>(2)</sup>  | (a)/(c) | 1.44%            | 1.69%            | 1.19%            | 1.09%            | 0.89%           | 0.67%           | 0.89%           | 1.08%            |
| Adjusted ROAA (Non-GAAP) <sup>(2)</sup>                    | (b)/(c) | 2.24%            | 1.92%            | 1.71%            | 1.66%            | 1.50%           | 1.09%           | 1.28%           | 1.49%            |
| Average Total Shareholders' Equity                         | (d)     | \$ 334,832       | \$ 335,169       | \$ 339,869       | \$ 343,144       | \$ 343,735      | \$ 349,644      | \$ 351,221      | \$ 357,376       |
| ROAE <sup>(2)</sup>  | (a)/(d) | 10.31%           | 12.46%           | 8.82%            | 8.12%            | 6.82%           | 5.39%           | 7.19%           | 8.70%            |
| Adjusted ROAE (Non-GAAP) <sup>(2)</sup>                    | (b)/(d) | 16.04%           | 14.13%           | 12.68%           | 12.42%           | 11.49%          | 8.73%           | 10.36%          | 11.95%           |
| Net Income available to common shareholders                |         | \$ 8,702         | \$ 10,297        | \$ 7,477         | \$ 7,023         | \$ 5,908        | \$ 4,685        | \$ 6,139        | \$ 7,468         |
| Less: Income Allocated to Participating Securities         |         | (37)             | (33)             | (24)             | (21)             | (17)            | (9)             | (11)            | (11)             |
| Net Income Allocated to Common Stock                       | (e)     | 8,665            | 10,264           | 7,453            | 7,002            | 5,891           | 4,676           | 6,128           | 7,457            |
| Add: Provision for Loan Losses                             |         | 1,149            | (2,778)          | 197              | 751              | 1,698           | 1,090           | 259             | 50               |
| Add: Income Tax Provision                                  |         | 3,688            | 4,162            | 3,073            | 2,970            | 2,352           | 1,817           | 2,505           | 2,873            |
| PTPP Income Allocated to Common Stock                      | (f)     | <u>\$ 13,502</u> | <u>\$ 11,648</u> | <u>\$ 10,723</u> | <u>\$ 10,723</u> | <u>\$ 9,941</u> | <u>\$ 7,583</u> | <u>\$ 8,892</u> | <u>\$ 10,380</u> |
| WA common shares outstanding, diluted                      | (g)     | 14,904,106       | 14,574,929       | 14,356,776       | 14,396,216       | 14,316,581      | 14,330,204      | 14,312,949      | 14,356,384       |
| Diluted EPS  | (e)/(g) | \$ 0.58          | \$ 0.70          | \$ 0.52          | \$ 0.49          | \$ 0.41         | \$ 0.33         | \$ 0.43         | \$ 0.52          |
| Adjusted Diluted EPS (Non-GAAP)                            | (f)/(g) | \$ 0.91          | \$ 0.80          | \$ 0.75          | \$ 0.74          | \$ 0.69         | \$ 0.53         | \$ 0.62         | \$ 0.72          |

| (\$ in thousands)  |  | 2019             | 2020             | 2021             | 2022             | 2023             | 09/24 YTD        |
|--|--|------------------|------------------|------------------|------------------|------------------|------------------|
| Net Income   |  | \$ 24,108        | \$ 16,175        | \$ 40,103        | \$ 34,987        | \$ 30,705        | \$ 18,780        |
| Add: Provision (Reversal) for Credit Losses <sup>(1)</sup> |  | 4,237            | 13,219           | (4,596)          | 3,602            | (132)            | 1,399            |
| Add: Income Tax Provision                                  |  | 10,243           | 6,836            | 16,856           | 14,416           | 12,557           | 7,195            |
| PTPP Income (Non-GAAP)                                     |  | <u>\$ 38,588</u> | <u>\$ 36,230</u> | <u>\$ 52,363</u> | <u>\$ 53,005</u> | <u>\$ 43,130</u> | <u>\$ 27,374</u> |

(1) Provision (reversal) for credit losses does not include provision (reversal) for off-balance sheet credit exposures for periods prior to January 1, 2023.

(2) Annualized.