



# Third Quarter 2024

## Investor Presentation

---

October 28, 2024

 **Bankwell**

## **Important note regarding forward-looking statements:**

Statements made in this presentation which are not purely historical are forward-looking statements, as defined in the Private Securities Litigation Reform Act of 1995. This includes any statements regarding management's plans, objectives, or goals for future operations, products or services, and forecasts of its revenues, earnings, or other measures of performance. Such forward-looking statements may be identified by the use of words such as "believe," "expect," "anticipate," "plan," "estimate," "should," "intend," "target," "outlook," "project," "guidance," "forecast," or similar expressions. Forward-looking statements are based on current management expectations and, by their nature, are subject to risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements. Factors which may cause actual results to differ materially from those contained in such forward-looking statements include those identified in the Company's most recent Form 10-K and subsequent Form 10-Qs and other SEC filings, and such factors are incorporated herein by reference.

## **Trademarks:**

All trademarks, service marks, and trade names referenced in this material are official trademarks and the property of their respective owners.

## **Presentation:**

Within the charts and tables presented, certain segments, columns and rows may not sum to totals shown due to rounding.

## **Non-GAAP Measures:**

This presentation includes certain non-GAAP financial measures. These non-GAAP measures are provided in addition to, and not as substitutes for, measures of our financial performance determined in accordance with GAAP. Our calculation of these non-GAAP measures may not be comparable to similarly titled measures of other companies due to potential differences between companies in the method of calculation. As a result, the use of these non-GAAP measures has limitations and should not be considered superior to, in isolation from, or as a substitute for, related GAAP measures. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found at the end of this presentation.

# Third Quarter 2024 Results

Reduced brokered deposit balances by \$24.2 million LQ

---

Reported net interest margin of 2.72%, down -3 bps LQ, future margin expansion still expected

---

Continued progress on strategic initiatives in pipeline

---

Strong growth in Bankwell Direct deposit channel, up \$85 million LQ

---

\$8.2 million charge off on single CRE Office loan; 8k filed October 11, 2024

---

Capital build in consolidated CET1; modest buy backs

# Third Quarter 2024 Financial Summary

## EPS

- Fully diluted EPS of \$0.24 includes \$0.79 from \$8.2 million charge off
- Lower EPS versus PYQ a function of higher provision and lower margin

## PPNR

- PPNR of \$9.0 million, or \$1.17 per share, declined -7% LQ
- Net interest income of \$20.7 adversely impacted by non-accrual loan and calling costs on brokered CDs, minimal benefit of deposit repricing during quarter
- Non-interest expense rose 5% LQ, largely driven by investment in strategic initiatives

## Loans

- Loan balances fell \$34 million LQ due to prepayments and charge offs; originations remain strong at ~\$140 million in the quarter
- Provision of \$6.3 million included \$8.2 million charge off on CRE Office Loan

## Deposits

- Deposits increased \$25.8 million, brokered deposits fell \$24.2 million (both LQ)
- Loan to deposit ratio remains stable at 97.4% as asset base relatively flat

## Capital

- Tangible book value of \$33.76, up \$0.15 versus LQ and up 4% versus PYQ
- Consolidated CET1 ratio grew to 9.71%; Bank Total Capital ratio ended at 12.83%<sup>1</sup>

# Third Quarter 2024 GAAP Results

Bankwell Financial Group, Inc.

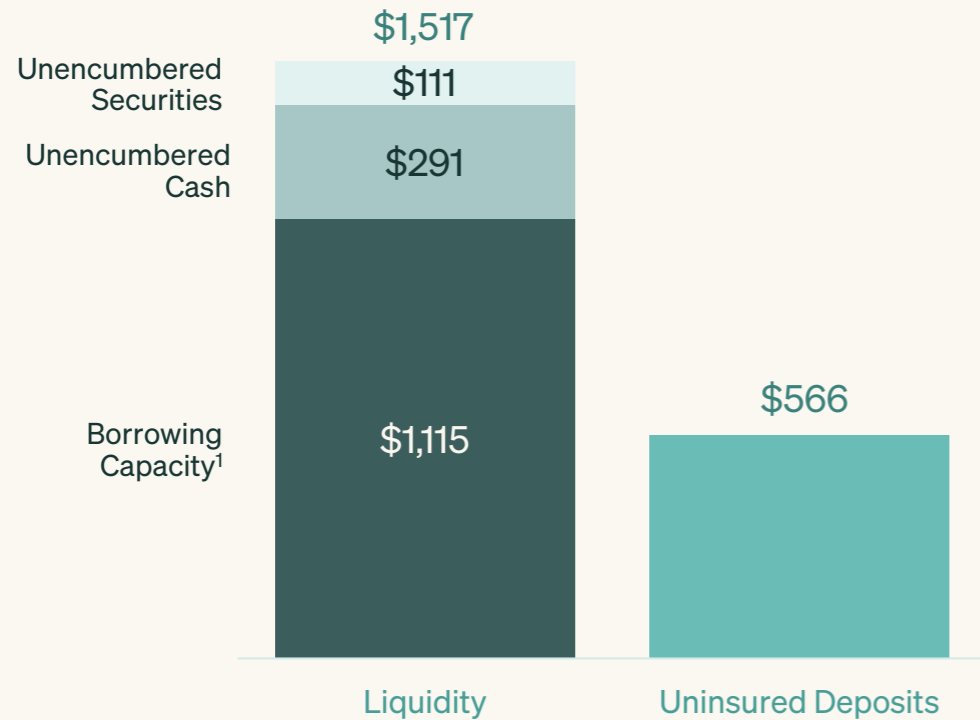
(\$ in millions, except per share data)

	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
Net Interest Income	\$ 20.7	\$ 21.2	\$ 21.1	\$ 22.2	\$ 22.7	\$ 24.0	\$ 25.5	\$ 26.8	\$ 24.6
Provision for Credit Losses	6.3	8.2	3.7	(1.0)	(1.6)	2.6	0.8	4.3	2.4
Total Noninterest Income	1.2	0.7	0.9	1.1	0.8	1.4	1.5	0.5	0.4
<b>Total Revenue</b>	<b>21.9</b>	<b>21.9</b>	<b>22.1</b>	<b>23.4</b>	<b>23.5</b>	<b>25.4</b>	<b>27.1</b>	<b>27.3</b>	<b>25.0</b>
<b>Total Noninterest Expenses</b>	<b>12.9</b>	<b>12.2</b>	<b>13.3</b>	<b>12.9</b>	<b>12.2</b>	<b>12.6</b>	<b>12.7</b>	<b>12.5</b>	<b>11.0</b>
Income before Taxes	2.7	1.5	5.1	11.5	12.9	10.2	13.6	10.6	11.6
<b>Net Income</b>	<b>1.9</b>	<b>1.1</b>	<b>3.8</b>	<b>8.5</b>	<b>9.8</b>	<b>8.0</b>	<b>10.4</b>	<b>8.0</b>	<b>9.2</b>
<b>Diluted Earnings Per Share</b>	<b>0.24</b>	<b>0.14</b>	<b>0.48</b>	<b>1.09</b>	<b>1.25</b>	<b>1.02</b>	<b>1.33</b>	<b>1.04</b>	<b>1.18</b>
<b>Total Assets</b>	<b>3,161.1</b>	<b>3,141.7</b>	<b>3,155.3</b>	<b>3,215.5</b>	<b>3,249.8</b>	<b>3,252.7</b>	<b>3,252.3</b>	<b>3,252.4</b>	<b>2,723.0</b>
Gross Loans Receivable (ex. HFS)	2,619.3	2,652.8	2,674.7	2,713.2	2,764.5	2,767.3	2,752.5	2,668.8	2,281.6
Allowance for Credit Losses on Loans & Leases	(27.8)	(36.1)	(28.0)	(27.9)	(29.3)	(30.7)	(28.0)	(22.4)	(18.2)
All Other Assets	514.0	452.8	452.6	474.3	456.0	454.7	471.8	561.2	423.2
<b>Total Liabilities</b>	<b>2,893.2</b>	<b>2,874.7</b>	<b>2,887.2</b>	<b>2,949.7</b>	<b>2,991.9</b>	<b>3,003.9</b>	<b>3,010.0</b>	<b>3,014.0</b>	<b>2,491.5</b>
Total Deposits	2,688.2	2,662.4	2,673.5	2,736.8	2,768.6	2,788.9	2,798.3	2,800.8	2,286.7
Borrowings	159.4	159.3	159.3	159.2	159.1	159.1	159.0	159.0	158.9
Other Liabilities	45.6	53.0	54.5	53.8	64.1	55.9	52.7	54.2	45.9
<b>Total Shareholders' Equity</b>	<b>267.9</b>	<b>267.0</b>	<b>268.0</b>	<b>265.8</b>	<b>257.9</b>	<b>248.8</b>	<b>242.3</b>	<b>238.5</b>	<b>231.5</b>
<b>Net Interest Margin</b>	<b>2.72%</b>	<b>2.75%</b>	<b>2.71%</b>	<b>2.81%</b>	<b>2.85%</b>	<b>3.07%</b>	<b>3.24%</b>	<b>3.70%</b>	<b>4.12%</b>
<b>PPNR ROAA</b>	<b>1.13%</b>	<b>1.22%</b>	<b>1.10%</b>	<b>1.27%</b>	<b>1.37%</b>	<b>1.58%</b>	<b>1.80%</b>	<b>1.98%</b>	<b>2.23%</b>
Effective Tax Rate	29%	24%	26%	26%	24%	22%	23%	24%	21%
Noninterest Expense to Average Assets	1.62%	1.55%	1.66%	1.56%	1.48%	1.56%	1.59%	1.66%	1.76%

# Maintaining our Strong Balance Sheet

Dollars in millions

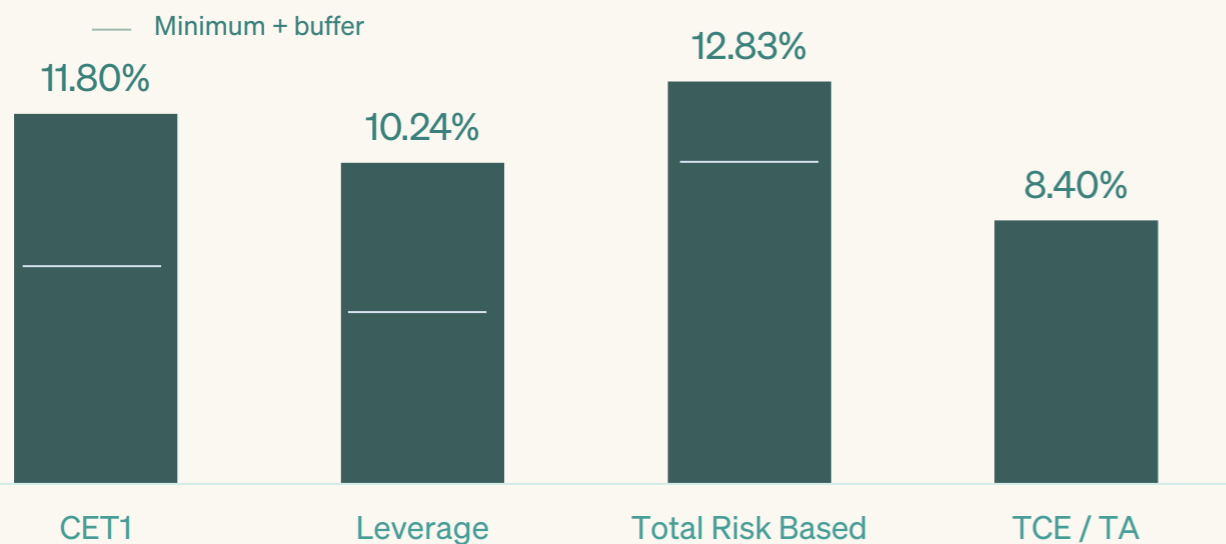
## 2.7X Liquidity Coverage



## Abundant Excess Liquidity

- \$2,122 million total insured deposits includes:
  - \$2,006 million FDIC-insured deposits
  - \$116 million deposits secured by FHLB LOCs (municipal deposits)
- 12.6% liquidity on balance sheet (Cash & Securities)
- Stable insured deposit base

## Well Above Capital Minimums<sup>2</sup>



## Building Excess Capital

- Additional 3Q24 ratios:
  - 382% CRE Concentration Ratio
  - 45% Construction Concentration Ratio
- 85,990 shares repurchased year to date at an average price of \$24.82
  - New 250,000 share repurchase plan authorized

<sup>1</sup> Bank lines, including FHLB & FRB

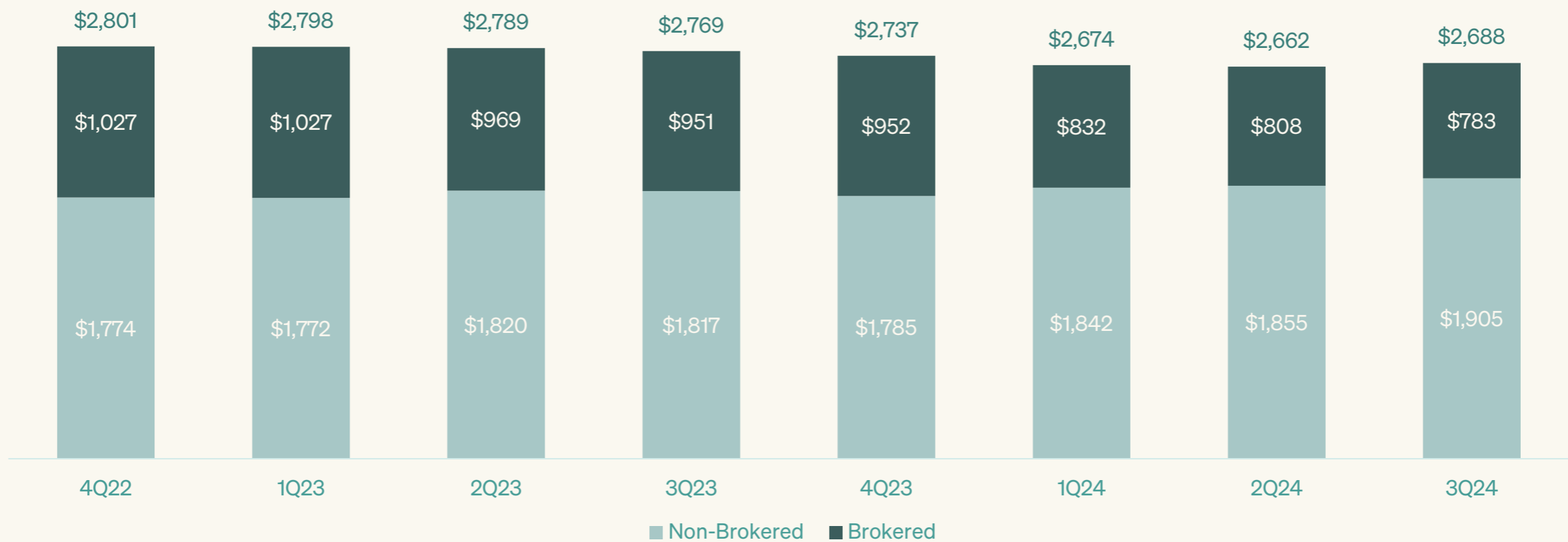
<sup>2</sup> TCE/TA consolidated ratio; all others Bank ratios. Regulatory ratios are estimates, pending FDIC call report filing.

# Reduced Reliance on Brokered Deposits

Dollars in millions

- Brokered deposit balances have fallen \$168 million in 2024, with total deposits stable between approximately \$2.7 and \$2.8 billion
- Notable growth in Bankwell Direct deposits (3Q24 launch); up \$85 million LQ, to \$97 million

Brokered Deposits Peaked in 4Q22



# Well Positioned Balance Sheet For Lower Rates

Dollars in millions

- Liability sensitive, with \$1.3 billion of time deposits maturing in next twelve months:
  - \$656 million Retail time repricing an average ~29 basis points lower based on current rates; annualized savings of \$1.85 million of interest expense
  - \$639 million Brokered time repricing an average ~23 basis points lower based on current rates; annualized savings of \$1.50 million of interest expense
- A total \$3.35 million annualized savings is ~\$0.33 benefit to EPS and 10+ basis points on Net interest margin, assuming no further movement in Fed Funds and stable asset yields

## Retail Time Deposits

Maturity Quarter	Balance	Maturity Rate	Current Rate	V
4Q24	\$206	5.20%	4.80%	-0.40%
1Q25	\$277	5.18%	4.80%	-0.38%
2Q25	\$110	4.85%	4.80%	-0.05%
3Q25	\$63	4.70%	4.80%	0.10%
<b>Total Retail</b>	<b>\$656</b>	<b>5.09%</b>	<b>4.80%</b>	<b>-0.29%</b>

## Brokered Time Deposits

Maturity Quarter	Balance	Maturity Rate	Current Rate	V
4Q24 <sup>1</sup>	\$229	4.31%	4.40%	0.09%
1Q25	\$135	5.28%	4.50%	-0.78%
2Q25	\$105	4.88%	4.50%	-0.38%
3Q25	\$170	4.64%	4.50%	-0.14%
<b>Total Brokered</b>	<b>\$639</b>	<b>4.69%</b>	<b>4.46%</b>	<b>-0.23%</b>

<sup>1</sup> Includes \$85 million called in September 2024 with a settle date in October 2024; full term maturity dates were in Apr-25 and May-25



# Managing CRE Concentration Lower

Dollars in millions

- No single relationship greater than 4%
- Expansion into Residential Care diversifying loan portfolio

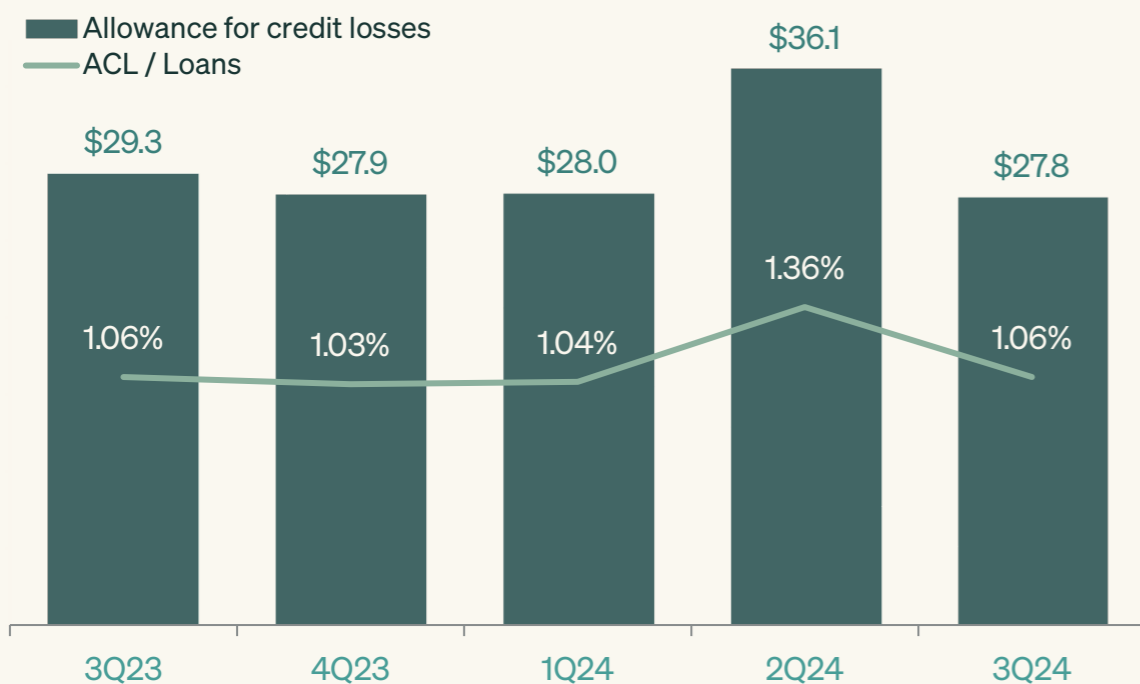


# Credit Trends

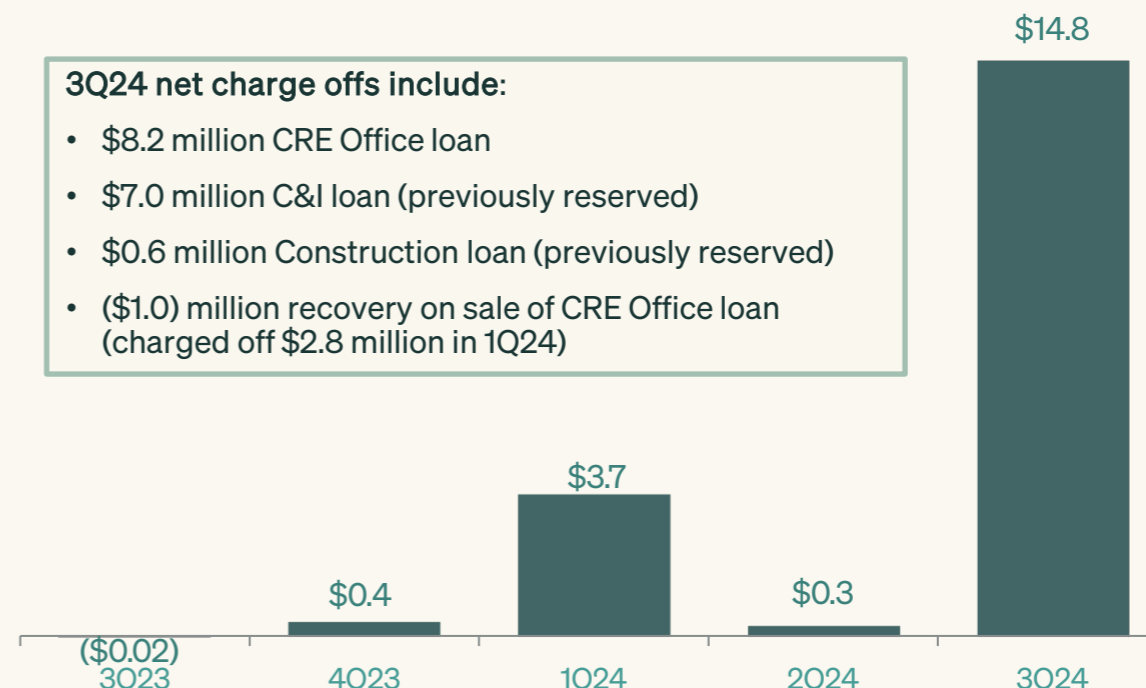
Dollars in millions

	3Q23		4Q23		1Q24		2Q24		3Q24	
<u>Risk Rating</u>	<u>Balance</u>	<u>%</u>	<u>Balance</u>	<u>%</u>	<u>Balance</u>	<u>%</u>	<u>Balance</u>	<u>%</u>	<u>Balance</u>	<u>%</u>
1-5 "Pass"	\$2,694	97.2%	\$2,570	94.5%	\$2,527	94.3%	\$2,497	94.0%	\$2,458	93.7%
6 "Special Mention"	\$22	0.8%	\$67	2.5%	\$72	2.7%	\$71	2.7%	\$97	3.7%
7 "Substandard"	\$54	2.0%	\$76	2.8%	\$68	2.5%	\$80	3.0%	\$67	2.5%
8 "Doubtful"	\$0	0.0%	\$6	0.2%	\$13	0.5%	\$8	0.3%	\$1	0.1%
<b>Total Gross Loans</b>	<b>\$2,770</b>		<b>\$2,719</b>		<b>\$2,680</b>		<b>\$2,657</b>		<b>\$2,623</b>	
Non-performing Loans	\$28.0		\$49.2		\$46.5		\$56.2		\$65.5 <sup>1</sup>	
% of Total Loans	1.01%		1.81%		1.74%		2.12%		2.50% <sup>1</sup>	

Allowance for Credit Losses (ACL)



Net Charge Offs (Recoveries)



# Criticized and Classified Loans

Dollars in millions

- \$95 million of Performing Criticized and Classified Loans down \$8 million LQ, with improved performance in Residential Care borrowers

Residential Care Criticized & Classified

Risk Rating	Performing	CQ	LQ	V
6	Yes	\$88	\$69	\$20
7	Yes	--	\$28	(\$28)
<b>Total</b>		<b>\$88</b>	<b>\$97</b>	<b>(\$8)</b>

- 2 Special Mention (“6”) relationships upgraded to “Pass” in CQ, totaling \$14 million
- 2 Substandard (“7”) relationships upgraded to Special Mention (“6”) rating in CQ, totaling \$28 million

- Total Criticized and Classified Loans up \$5 million LQ, including downgrade of a \$27 million CRE-multifamily loan (RR7, non-performing)

- As of October 28, 2024, the Company has a signed agreement for the sale of the \$27 million CRE-multifamily loan at par value.
- Excluding CRE-multifamily loan, Criticized and Classified Loans down \$22 million LQ

Risk Rating	Performing	CRE	C&I	Construction	1-4 Family Residential	Total	LQ
6	Yes	\$87	\$9	\$0	\$0	\$97	\$71
7	Yes	\$0	\$0	\$0	\$2	\$3	\$33
7	No	\$45	\$9	\$9	\$1	\$64	\$48
8	No	\$1	\$0	\$0	\$0	\$1	\$8
<b>Total</b>		<b>\$133</b>	<b>\$19</b>	<b>\$9</b>	<b>\$4</b>	<b>\$165</b>	<b>\$160</b>

# CRE Office Portfolio<sup>1</sup>

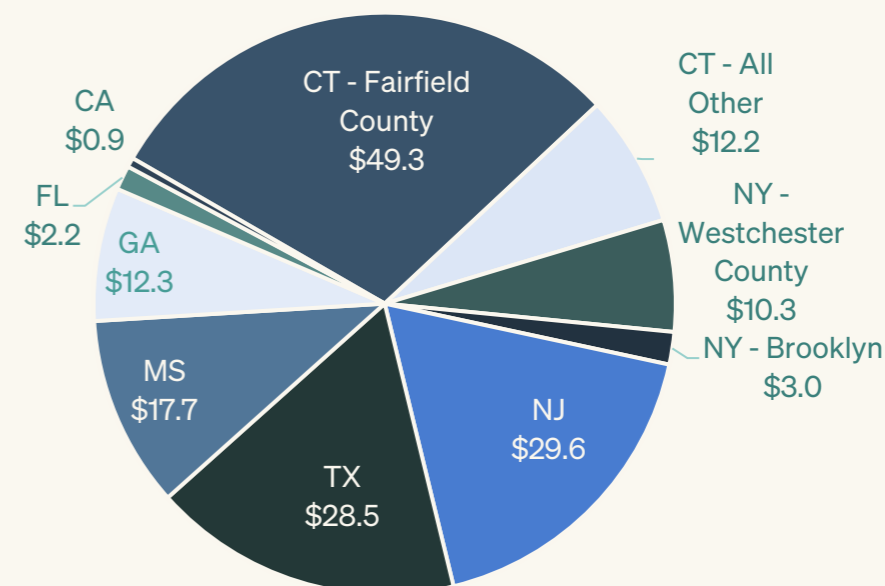
Dollars in millions

## Composition

**\$166 million Office exposure 6% of total loan portfolio**

- 48 loans with \$3.5 million average balance
- \$5.5 million loan on a Class A suburban NJ office park with **\$8.2 million charge off in 3Q24**
- 63% located in Bankwell’s primary market
  - Out of primary market loans are generally either GSA-leased, credit tenants, or owner-occupied
- \$117 million have personal recourse to high-net-worth guarantors
- \$49 million have no recourse
  - \$22 million owner occupied
  - \$20 million GSA / credit-tenant
  - \$7 million remaining; 2 loans
- ~57% of loan balances maturing in 4Q24 – 2025

## Geography



## Maturities

Year	Balance	Count
2024	\$46.4	6
2025	\$48.5	13
2026	\$14.9	6
2027+	\$56.3	23
<b>Total</b>	<b>\$166.1</b>	<b>48</b>

Bankwell

Strategic Update

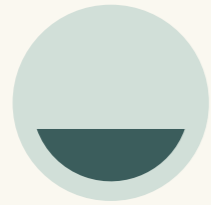


# Strategic Themes

- ❖ Embrace Innovation
- ❖ Invest in Risk Management
- ❖ Elite Customer Experience
- ❖ Specialized Lending Verticals



# How Residential Care Lending Works



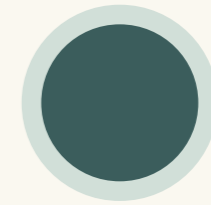
HNW, Experienced Sponsor  
Finds Skilled Nursing  
Facility (SNF) to Purchase

- ❖ Sends Bankwell underwriting details, bank issues term sheet
- ❖ Bank underwrites both SNF and Sponsor business portfolio and personal wherewithal



Bankwell  
Approves Loan

- ❖ Bridge to HUD mortgage and HUD compliant working capital line to support accounts receivable
- ❖ Sponsor opens all depository accounts for SNF at Bankwell (typically equals one-third of loan amounts)

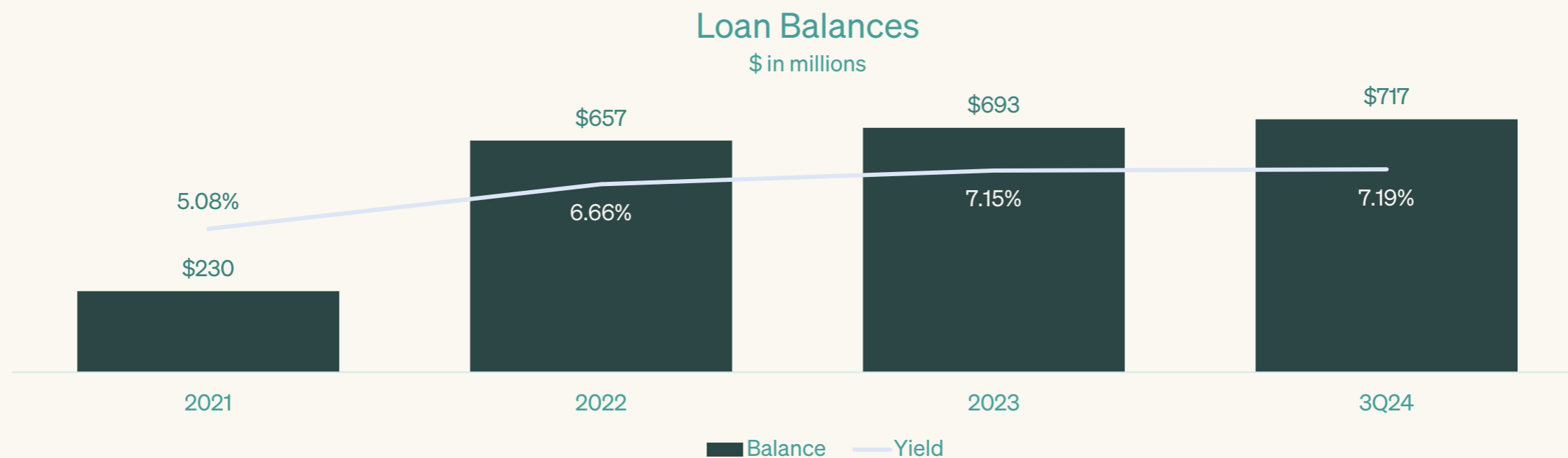


Refinance Bridge  
to HUD Loan

- ❖ Sponsor improves SNF performance over 12-36 months
- ❖ Bankwell earns an exit fee when SNF refinances to long-term HUD loans
- ❖ Line of credit, deposit accounts, and treasury management fees stay at Bankwell

# Residential Care Lending

A highly efficient, differentiated platform with off-balance sheet growth opportunities



- ❖ Portfolio is over a third self-funded as of 3Q24
- ❖ Zero Charge-offs since portfolio's inception
- ❖ Average yield on new originations in 3Q24 was 8.50%
- ❖ Total cost of funds of 2.15%
- ❖ Off-balance sheet growth opportunities
- ❖ Significant growth opportunities in HUD and loan sale fees



# Small Business; Last Unclaimed Segment

- ❖ Bankwell has been originating SBA 7(a) loans 10+ years
- ❖ Preferred lender program (“PLP”) member
- ❖ Recently appointed new leadership, with plans to add additional BDOs
- ❖ Liquid secondary market, balance sheet light
- ❖ Utilizing technology and partnerships to create an unfair advantage
- ❖ Significant fee growth opportunity

# Utilizing Innovation + Talent to Differentiate

Pivotal moment for technology and banking

Embrace innovation and technology

Talent is key differentiator

Risk Management culture

Be nimble, be flexible

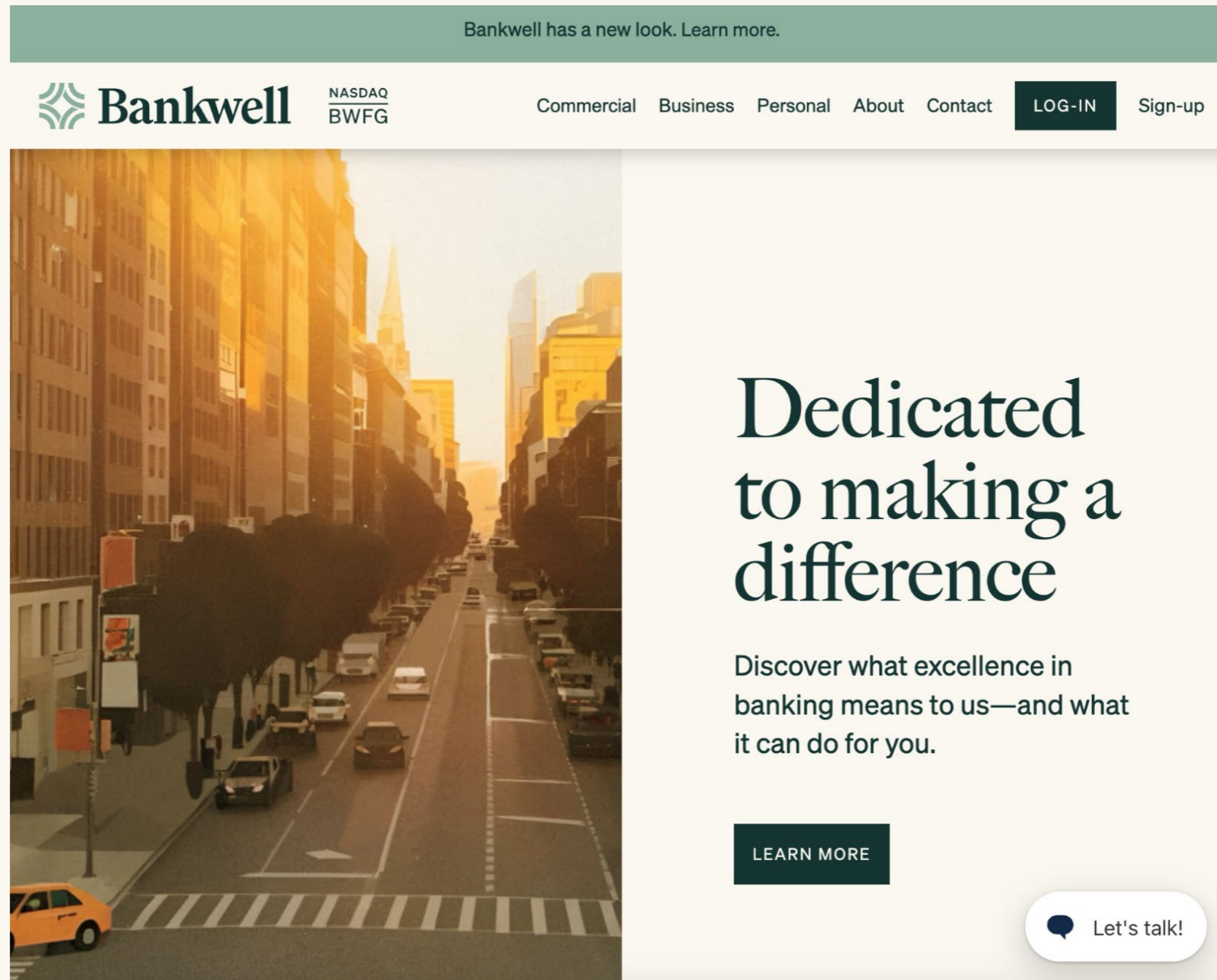
Pilots

Prioritize the Client

Do more with less

# Bankwell is On the Move...

Bankwell Brand Refresh Launched September 2024



# Bankwell Direct Pilot; Case Study

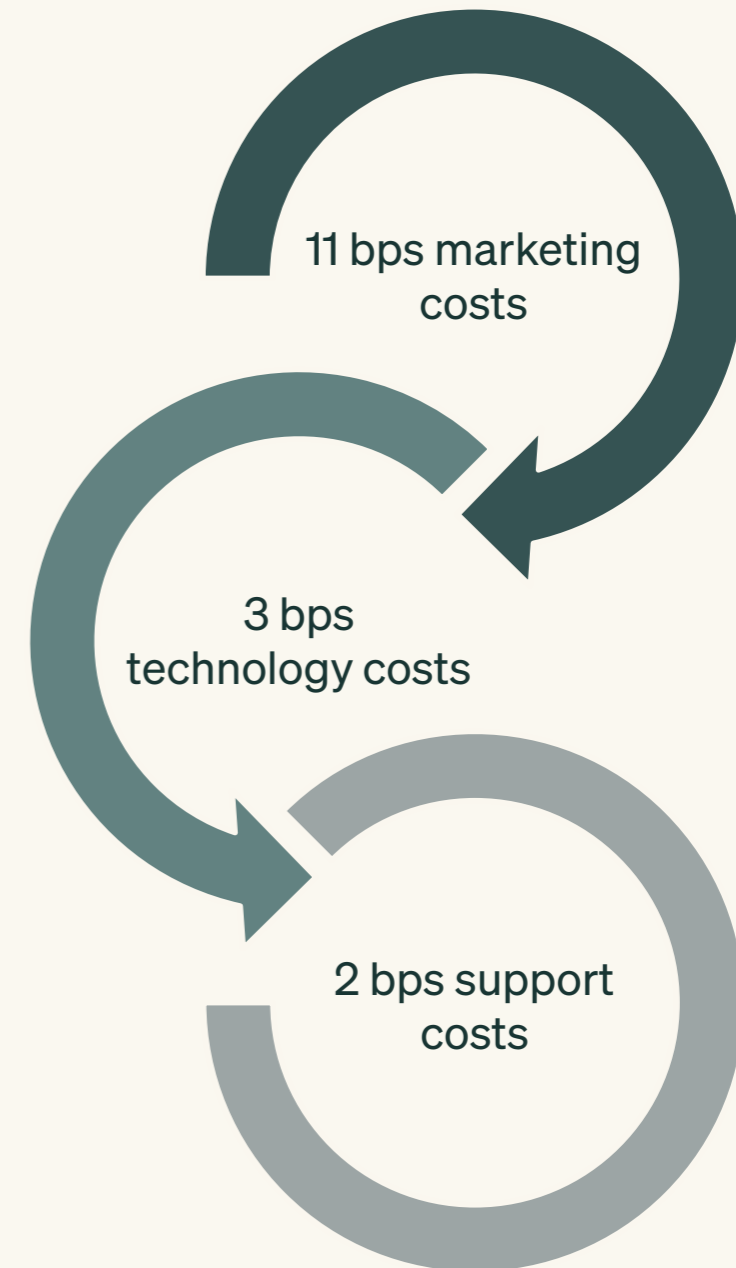
Bankwell Direct Digital Pilot Successfully Launched in Third Quarter<sup>1</sup>

The screenshot shows the Bankwell Direct website interface. At the top, there are navigation links for 'CDs', 'Savings', 'About', and 'FAQs', along with 'Login' and 'Sign Up' buttons. Below the navigation, there are four product cards:

- Digital 7 Month CD:** 4.80% APY\*. Description: Lock in and earn with a guaranteed return on a Digital 7 Month CD. Button: Apply Now.
- Digital High-Yield Savings:** 4.25% APY\*. Description: Grow your savings with a Digital High-Yield Savings Account. Button: Apply now.
- Digital 6 Month CD:** 4.60% APY\*. Description: Lock in and earn with a guaranteed return on a Digital 6 Month CD. Button: Apply now.
- Digital 12 Month CD:** 4.25% APY\*. Description: Lock in and earn with a guaranteed return on a Digital 12 Month CD. Button: Apply now.

A 'Let's talk!' chat bubble is visible at the bottom right of the product grid.

- ❖ \$126 million CD deposits<sup>2</sup>
- ❖ \$60K average CD Balance



# Small Business Pilots; New Products with Broad Audiences

AMERICAN BANKER.

COMMUNITY BANKING

## A Connecticut bank enlists fintech help to boost small-dollar lending

By [John Reosti](#) October 02, 2024, 12:00 p.m. EDT 4 Min Read

Bankwell Financial Group in New Canaan, Connecticut, plans to leverage a partnership with Lehi, Utah-based Lendio to launch a nationwide business offering small-dollar loans backed by the Small Business Administration.

Bankwell

### Apply for a \$10,000 Business Loan (available to New Haven & Fairfield County businesses)

Since 2002, thousands of business owners in Connecticut and beyond have chosen Bankwell as their trusted partner. Apply today for our newest loan program:

- ✓ Easy 5-min online application
- ✓ 9.75% APR (\$215 monthly payment)
- ✓ 5 year loan term (No prepayment penalty)

Loan Amount  
\$10,000

Looking to borrow more? Get in touch with us [here](#)

CASCA

Next

- ❖ Connecticut Growth Loan Product; five-minute application, closes-up to same day. Launched in August 2024
- ❖ Lendio Partnership (Launched - September 2024)
- ❖ Spire, Business Banking Digital Product Suite (Launched – October 2024)

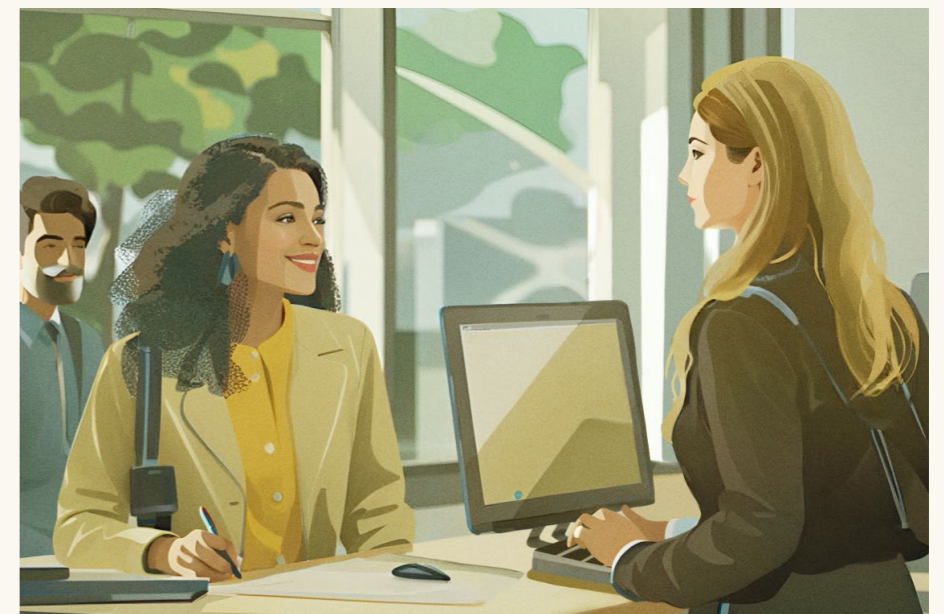


Dedicated to  
making a  
difference.

## Financial Outlook

- ❖ Stable total assets near-term
- ❖ Continued NIM expansion
- ❖ Improved credit outlook
- ❖ Additional reductions in brokered deposits
- ❖ Growing regulatory capital
- ❖ Unchanged focus on efficiency

# Questions?



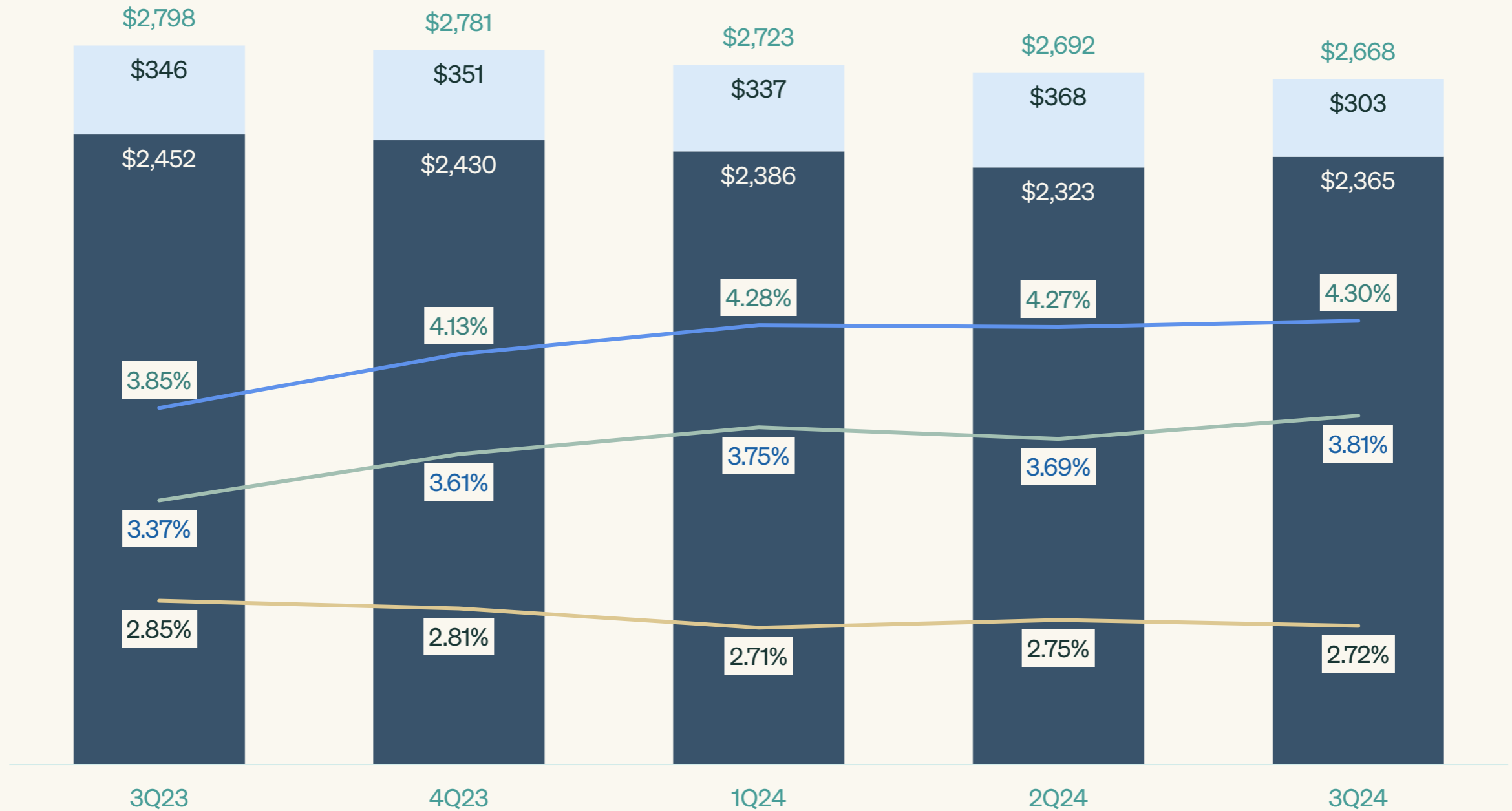
# Appendix



# Average Deposits & NIM; Recent Trends

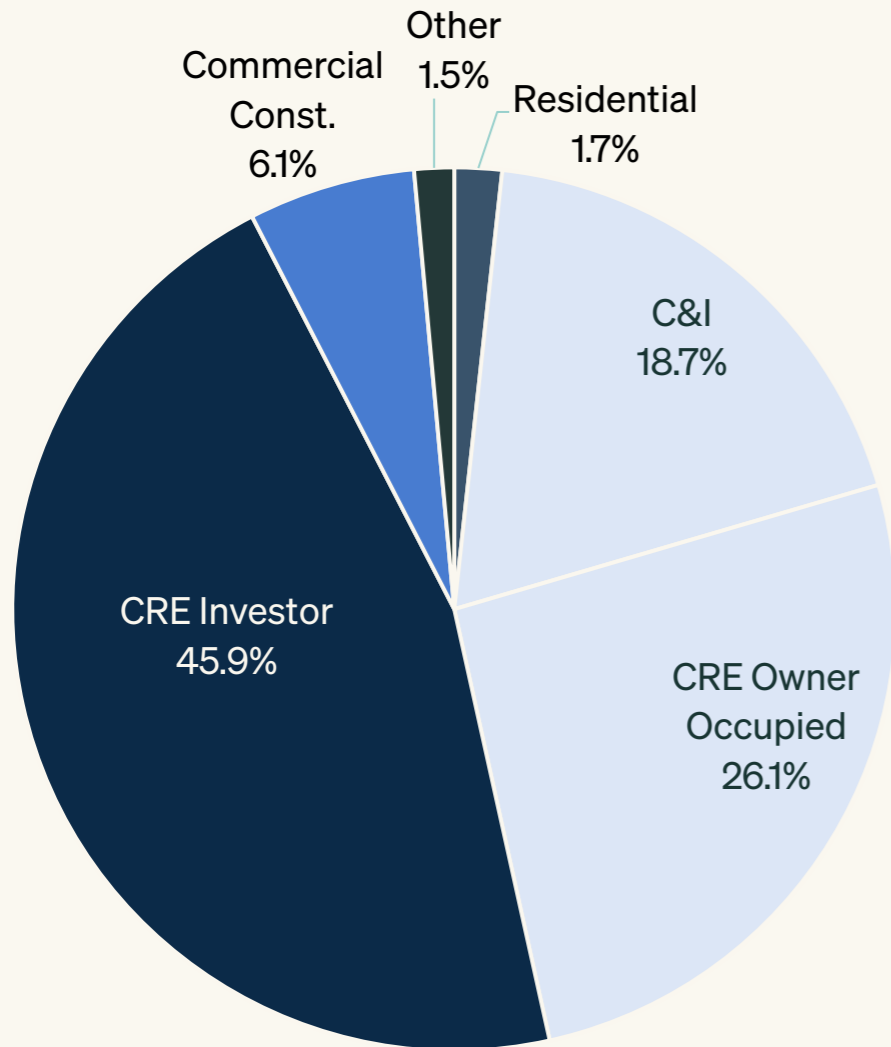
Dollars in millions

■ Average Interest Bearing      ■ Average Non-Interest Bearing  
— IB Deposit Cost                      — Total Deposit Cost  
— NIM



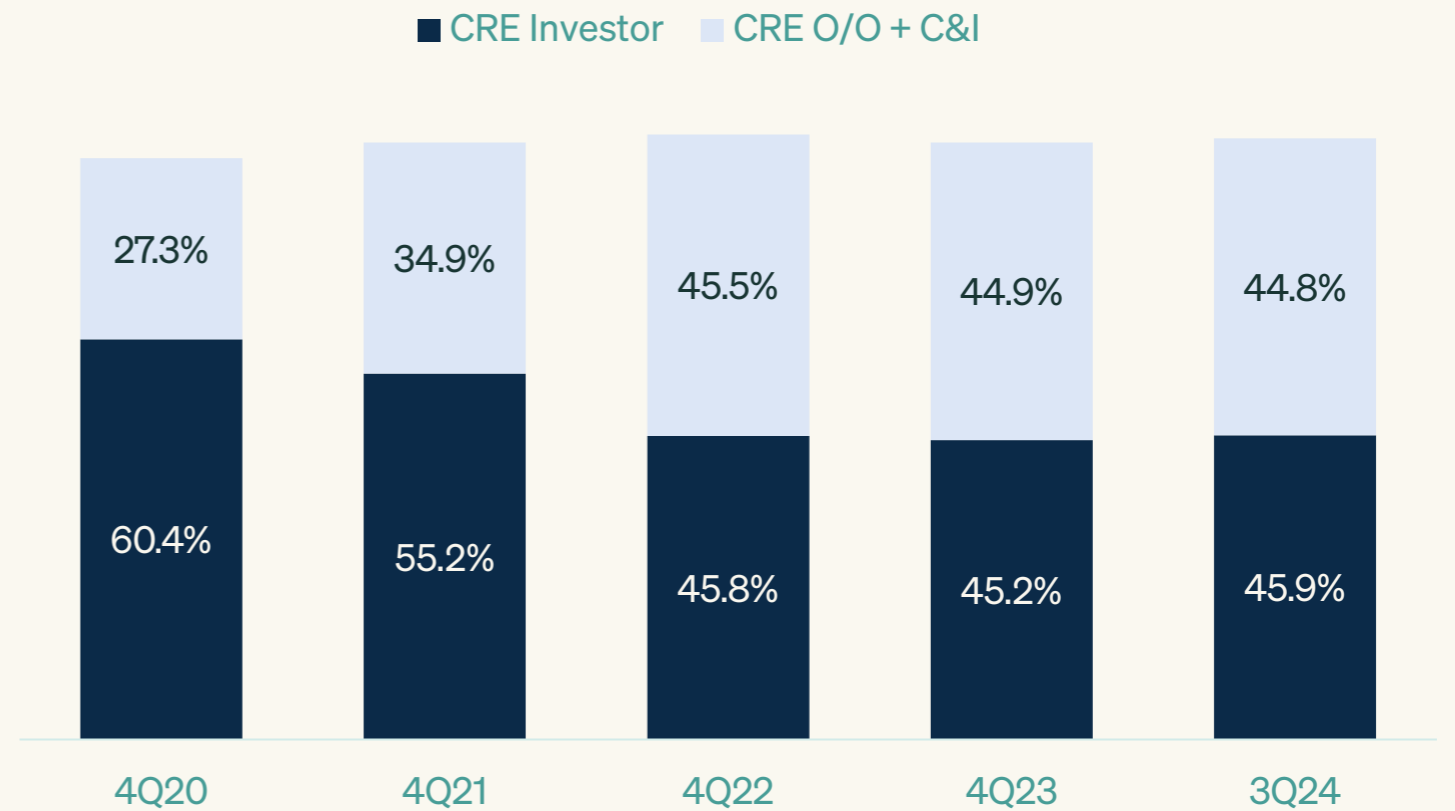
# Loan Composition

Dollars in millions



**Total Loan Portfolio = \$2,623 million**

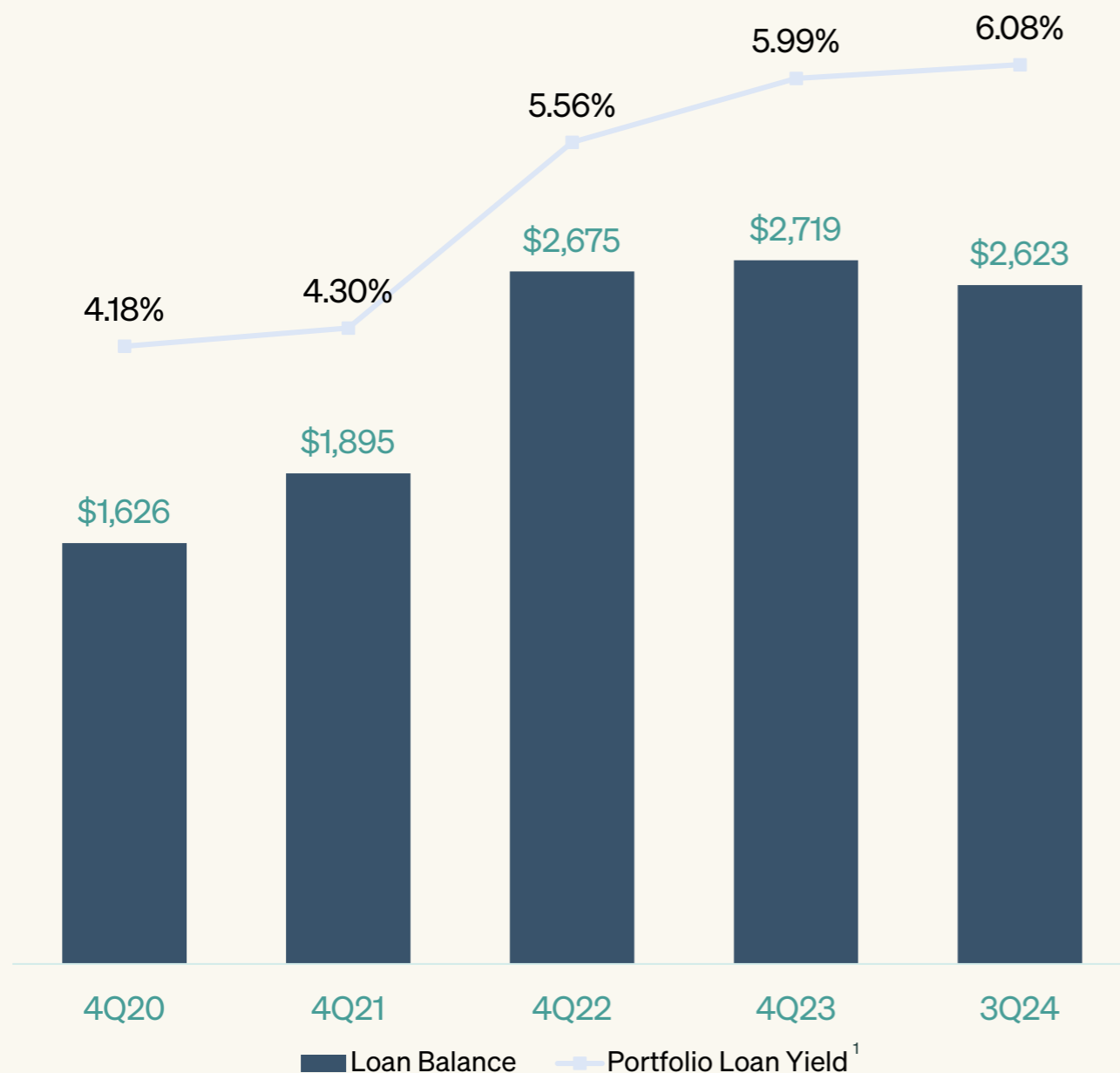
Favorable long-term trends in Investor CRE



# Loan Yields

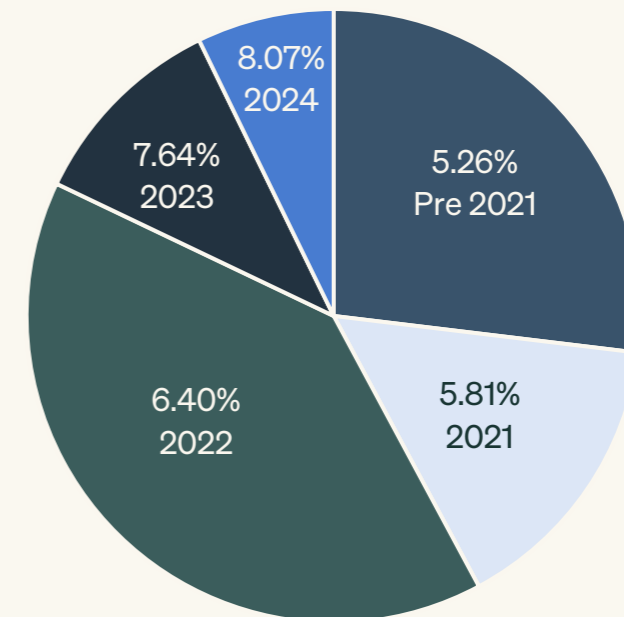
Dollars in millions

Loan portfolio yields increased 190 bps since 2020



## September 2024 Yield<sup>2</sup> by Vintage

73% of balances are 2021-2024 vintages



## Loan Maturities & Contractual Repricing

Excluding floating rate loans

Year	Maturity	Rate Reset	Total	% Total Loans
2024	\$169	\$6	\$175	7%
2025	\$618	\$62	\$679	26%
2026	\$216	\$48	\$263	10%
2027+	\$849	\$94	\$944	36%
<b>Total</b>	<b>\$1,851</b>	<b>\$210</b>	<b>\$2,061</b>	

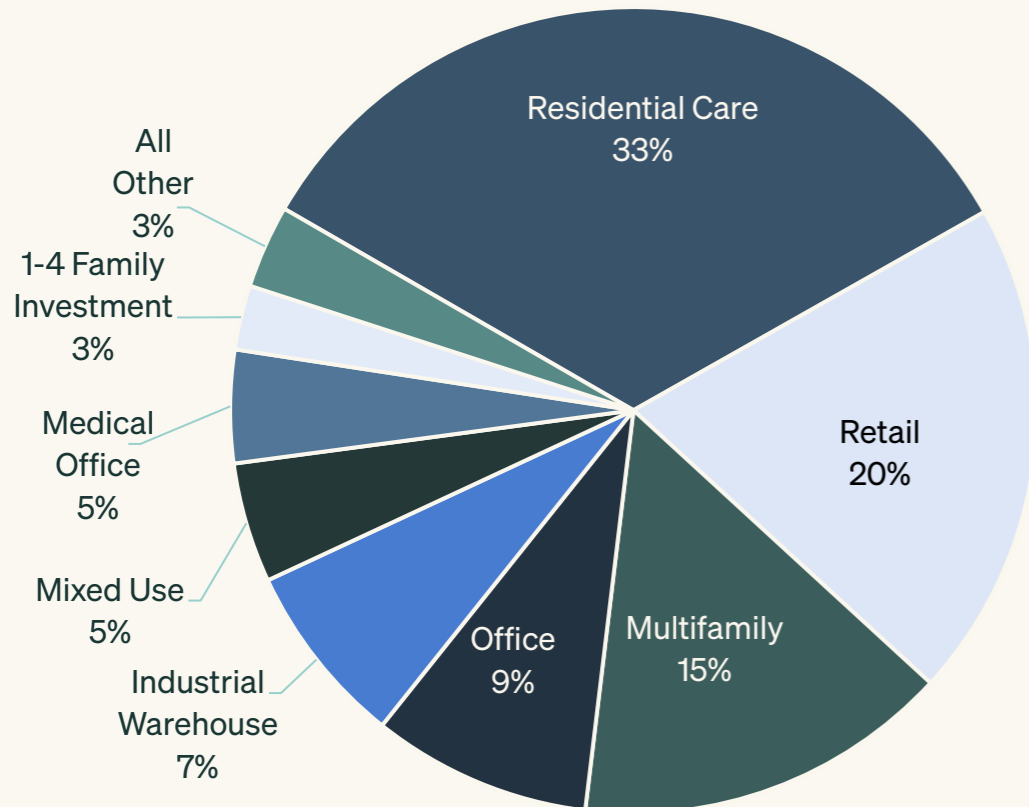
<sup>1</sup> Weighted average yield based on active loans as of each date, an "exit" rate

<sup>2</sup> Weighted average yield based on active loans as of 9-30-2024, an "exit" rate

# CRE Loan Portfolio<sup>1</sup>

Dollars in millions

**Total CRE Portfolio = \$1,887 million**  
By Property Type



- 64% Non-Owner Occupied
- 61% weighted average LTV<sup>2</sup>
- 68% of loan balances have recourse

## Loans Maturing or Repricing in 2024 – 2025<sup>3</sup>

Excluding floating rate loans

Property Type	Investor	Owner Occupied	Total
Residential Care	\$31	\$365	\$396
Retail	\$112	\$5	\$117
Office	\$84	\$10	\$94
Multifamily	\$49	\$0	\$49
All Other	\$96	\$16	\$111
<b>Total</b>	<b>\$372</b>	<b>\$396</b>	<b>\$768</b>

<sup>1</sup> Includes Owner Occupied CRE, does not include Construction

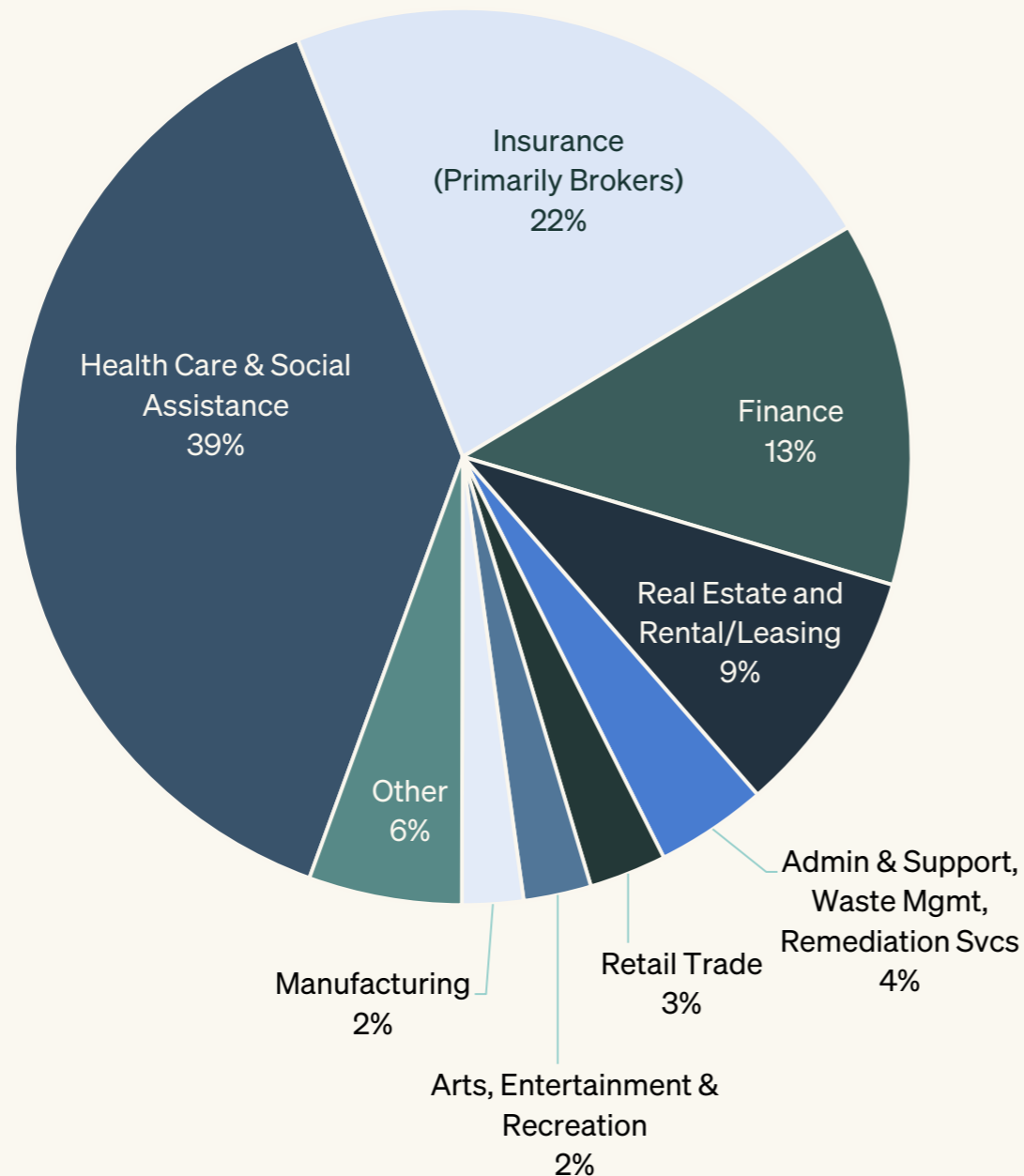
<sup>2</sup> LTVs based on original LTV values, at origination

<sup>3</sup> Loans subject to repricing generally have a floor of not less than the original rate

# C&I Loan Portfolio

## By Industry Type

Total Portfolio = \$492 million



- 98% of C&I portfolio has recourse
- 97% of Healthcare loans have recourse
  - Primarily consists of working capital lines secured by government accounts receivable
- Insurance lending primarily to brokers of home and auto insurance

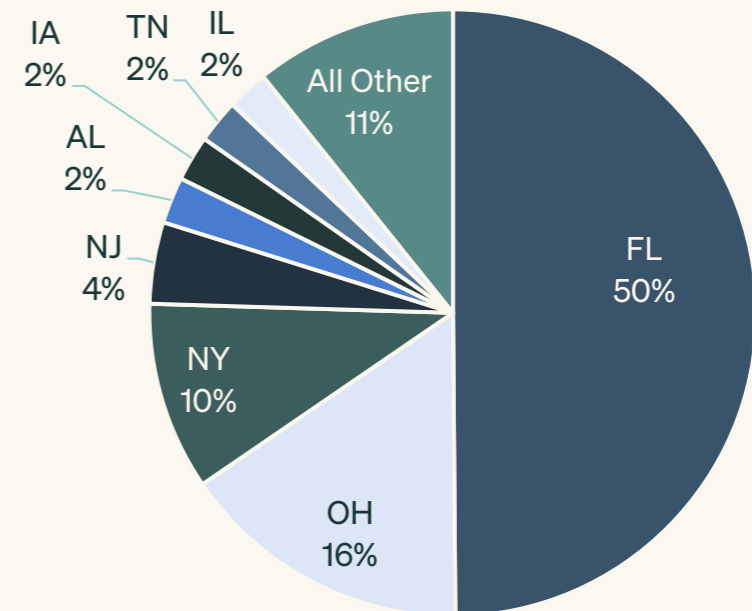
# Combined Healthcare

Dollars in millions

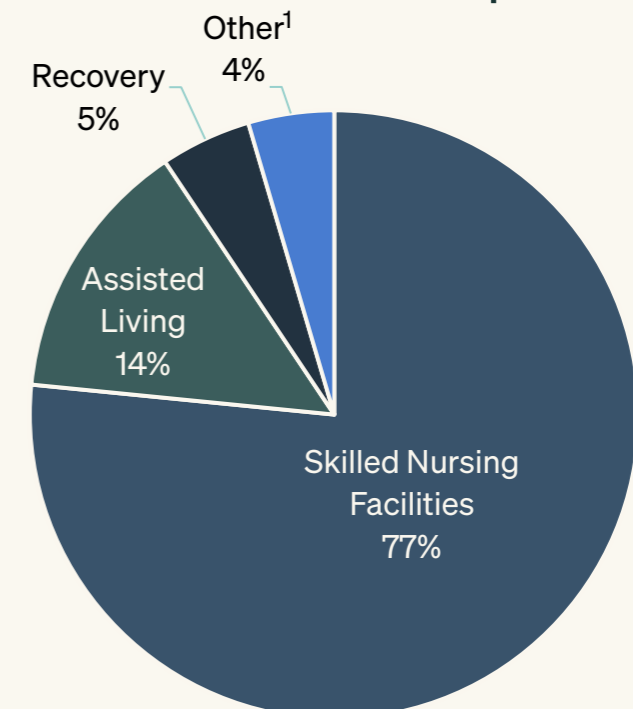
## \$791 million combined Healthcare portfolio

- Consists primarily of skilled nursing facilities located across the US
- Healthcare lending team has more than 15 years of industry experience
- High touch service model attracts desirable ultra-high net worth Healthcare borrowers
- 100% of Skilled Nursing Lending has recourse
- Focused on originating Healthcare loans in the most desirable states with:
  - Higher average occupancy
  - Low denial of payment rates for Medicaid
  - Strong senior demographic trends
  - Certificate of need programs

### CRE Skilled Nursing Facility By State



### Healthcare Portfolio Composition



# 3Q24 Non-Performing Loans

Dollars in millions

## 3Q24 Activity

- \$3.0 million CRE – Office loan in suburban CT paid off; \$1.0 million recovery (\$2.8 million charged off in 1Q24)
- Remaining NPLs comprised of:

	Segment	Balance	% Total Loans	3Q24 Activity (See next slide for additional details)
Loan 1	CRE - Multifamily	\$27.1	1.03%	<ul style="list-style-type: none"> <li>• Downgraded to Substandard (RR7), non-performing</li> <li>• As of October 28, 2024, signed agreement for sale at par value</li> </ul>
Loan 2	CRE - Retail	\$9.7	0.37%	
Loan 3	Construction	\$8.8	0.33%	<ul style="list-style-type: none"> <li>• \$0.6 million charged off (previously reserved)</li> </ul>
Loan 4	CRE - Office	\$5.5	0.21%	<ul style="list-style-type: none"> <li>• \$8.2 million charged off (8K filed on October 11, 2024)</li> </ul>
Loan 5	C&I	\$1.7	0.06%	<ul style="list-style-type: none"> <li>• \$7.0 million charged off (previously reserved)</li> </ul>
<b>Subtotal</b>		<b>\$52.7</b>	<b>2.01%</b>	
SBA Guaranteed Balances		\$6.4	0.24%	<ul style="list-style-type: none"> <li>• \$1.7 million SBA guarantee received</li> </ul>
All Other		\$6.4	0.25%	
<b>Total</b>		<b>\$65.5</b>	<b>2.50%</b>	

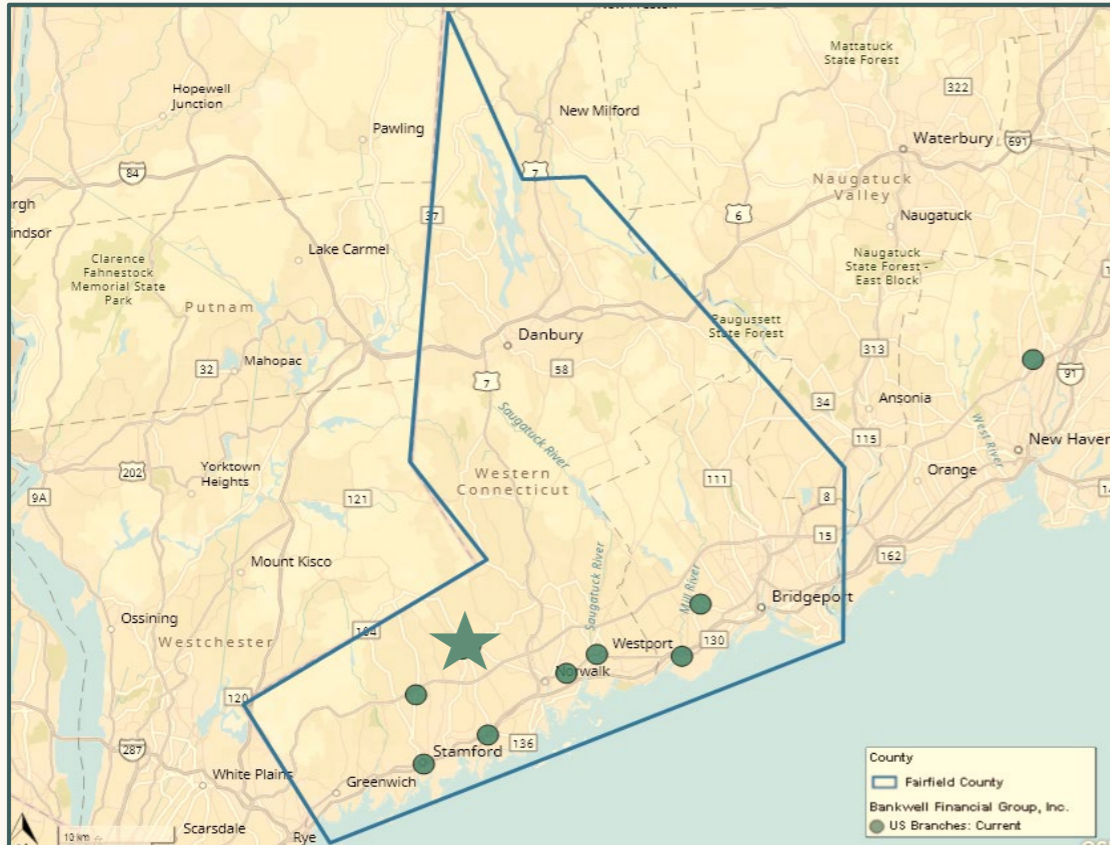
- All non-performing loans individually evaluated for impairment
- Balances charged off or specifically reserved, as appropriate

# 3Q24 Non-Performing Loans Details

	Segment	Balance	% Total Loans	
Loan 1	CRE - Multifamily	\$27.1	1.03%	<ul style="list-style-type: none"> <li>• CRE Multifamily property in Hartford County, CT</li> <li>• As of October 28, 2024, signed agreement for sale at par value</li> </ul>
Loan 2	CRE - Retail	\$9.7	0.37%	<ul style="list-style-type: none"> <li>• Suburban retail loan in Westchester County, NY modified during COVID</li> <li>• Borrower paying according to terms of restructure</li> <li>• 1Q25 maturity</li> <li>• \$4.5 million charged off, life-to-date</li> </ul>
Loan 3	Construction	\$8.8	0.33%	<ul style="list-style-type: none"> <li>• Construction loan in Williamsburg, Brooklyn</li> <li>• 70% completed; multi-family / mixed use</li> <li>• Borrower, a single-asset LLC, in bankruptcy</li> <li>• Full recourse to 3 high-net-worth guarantors <ul style="list-style-type: none"> <li>– Guarantor litigation in process</li> </ul> </li> <li>• <b>\$0.6 million charge off in 3Q24</b> (previously reserved)</li> </ul>
Loan 4	CRE - Office	\$5.5	0.21%	<ul style="list-style-type: none"> <li>• Class A suburban NJ office park</li> <li>• Bankwell 17% participant in \$84 million multi-bank club deal</li> <li>• 80% occupied; 40% recourse</li> <li>• 1Q25 maturity</li> <li>• <b>\$8.2 million charge off in 3Q24</b> (8K filed on October 11, 2024)</li> </ul>
Loan 5	C&I	\$1.7	0.06%	<ul style="list-style-type: none"> <li>• Senior secured tranche of a \$28 million financing to support a sponsor-owned pediatric dental practice</li> <li>• Entity filed bankruptcy in Florida</li> <li>• Bank working to liquidate collateral</li> <li>• <b>\$7.0 million charge off in 3Q24</b> (previously reserved)</li> </ul>



# Bankwell Financial Group (Nasdaq: BWFG)



**\$3.2B**  
Total Assets

**\$2.6B**  
Loans

**\$0.27B**  
Equity

**\$2.7B**  
Deposits

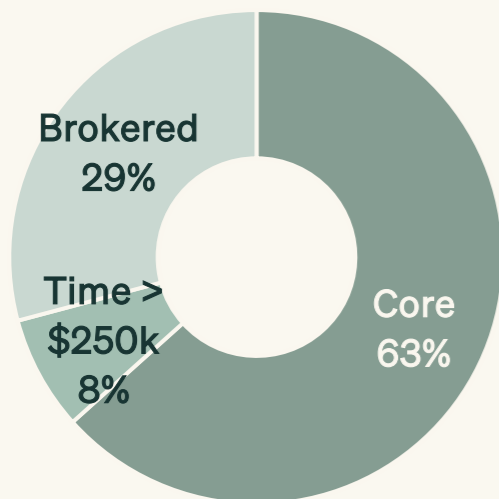
**1.62%**  
Non-interest Exp / Assets

**~140**  
Employees

**8.40%**  
TCE Ratio

**9.71%<sup>1</sup>**  
CET1 Ratio

Deposits



Loans

