

### Oak View Bankshares, Inc.

(OTCPK:OAKV)

**Investor Presentation** 

March-April 2025

## **Cautionary Note Regarding Forward-Looking Statements**

This presentation of Oak View Bankshares, Inc. (the "Company" or "OAKV") may contain forward-looking statements that are subject to risks and uncertainties. Any statements in this presentation about expectations, beliefs, plans, objectives, assumptions or future events or performance are not historical facts and are forward-looking statements. These statements are often, but not always, made through the use of words or phrases such as "may," "should," "could," "would," "predict," "potential," "believe," "likely," "expect," "anticipate," "seek," "estimate," "intend," "plan," "project" and similar expressions. Accordingly, these statements involve estimates, assumptions, and uncertainties, and actual results may differ materially from those expressed in such statements.

The following factors could cause the Company's actual results to differ materially from those projected in the forward-looking statements made in this presentation: changes in assumptions underlying the establishment of allowances for credit losses, and other estimates; the risks of changes in interest rates on levels, composition and costs of deposits, loan demand, and the values and liquidity of loan collateral, securities, and interest sensitive assets and liabilities; the effects of future economic, business and market conditions; legislative and regulatory changes, including changes in banking, securities, and tax laws and regulations and their application by our regulators; the Company's ability to maintain adequate liquidity by retaining deposit customers and secondary funding sources, especially if the Company's or banking industry's reputation becomes damaged; computer systems and infrastructure may be vulnerable to attacks by hackers or breached due to employee error, malfeasance, or other disruptions despite security measures implemented by the Company; risks inherent in making loans, such as repayment risks and fluctuating collateral values; governmental monetary and fiscal policies; changes in accounting policies, rules and practices; competition with other banks and financial institutions, and companies outside of the banking industry, including companies that have substantially greater access to capital and other resources; demand, development and acceptance of new products and services; problems with technology utilized by the Company; changing trends in customer profiles and behavior; success of acquisitions and operating initiatives, changes in business strategy or development of plans, and management of growth; reliance on senior management, including the ability to attract and retain key personnel; and inadequate design or circumvention of disclosure controls and procedures or internal controls.

The foregoing factors could cause actual results or outcomes to differ materially from those expressed in any forward-looking statements made by the Company, and you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made and the Company does not undertake any obligation to update any forward-looking statement or statements to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible for the Company to predict which will arise. In addition, the Company cannot assess the impact of each factor on the Company's business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements.



### **Non-GAAP Financial Measures**

In addition to financial measures presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation contains certain non-GAAP financial measures, including, without limitation, tangible common equity (TCE), tangible assets (TA), and the ratio of tangible common equity to tangible assets (ROATCE). These non-GAAP financial measures are not intended to be considered in isolation and should be considered only as supplemental to, and not as a substitute for or superior to, financial measures prepared in accordance with GAAP. Reconciliations of GAAP to non-GAAP measures are included at the end of this presentation.



## **Table of Contents**

I	Executive Summary	
Ш	Market Overview	16
Ш	Financial Highlights	21
IV	Appendix	31



I. Executive Summary



## **Company Overview**

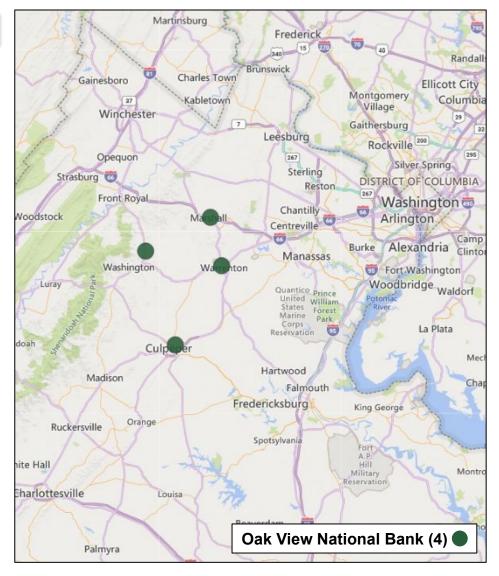
#### **Corporate Overview**

### "Passionate Community Banking"

- Shares of Oak View Bankshares, Inc. trade Over-The-Counter (OTCPK:OAKV)
- Single-bank holding company (Oak View Bankshares, Inc.) is 100% owner of one bank subsidiary, Oak View National Bank (the "Bank")
- Insider ownership of 10.4% as of December 31, 2024
- Founded in 2009 and headquartered in Warrenton, Virginia
  - Operates 4 branches in the counties of Fauquier, Culpeper, and Rappahannock in Northern Virginia
- Oak View National Bank has a total of 61 full-time employees

(dollars shown in thousands)	2020Y		2021Y	2021Y		2022Y		2023Y	
Total Assets	\$ 284,672	\$	345,100	\$	497,988	\$	600,160	\$	694,531
Total Securities	\$ 4,875	\$	26,424	\$	195,405	\$	251,818	\$	301,603
Total Loans	\$ 245,760	\$	251,196	\$	273,866	\$	304,051	\$	320,951
Total Deposits	\$ 239,886	\$	300,312	\$	422,897	\$	474,234	\$	588,774
Total Equity	\$ 26,314	\$	28,632	\$	27,017	\$	32,668	\$	38,277
Loans / Deposits	102.45%		83.65%		64.76%		64.11%		54.51%
NPAs / Assets	0.01%		0.00%		0.00%		0.00%		0.00%
TCE / TA <sup>(1)</sup>	9.24%		8.30%		5.43%		5.44%		5.51%
NIM (FTE)	3.16%		3.37%		3.29%		2.96%		2.90%
ROAA	0.71%		0.78%		0.74%		0.75%		0.95%
ROAE	8.02%		9.00%		11.08%		14.22%		17.13%

#### **Franchise Map**





## **Company Highlights**

### **Experienced Management and Board of Directors aligned with shareholders**

- The management team has a total of 48 years of experience working for the Bank and 145 years of total banking experience (1)
- Management and the Board own 10.4% of shares outstanding as of December 31, 2024 (1)

# Compelling historic growth story with proven ability to deliver EPS and TBVPS growth that exceed peers

- The Bank has grown core deposits (2) at a ~18% CAGR since 2020 (3), while peers have grown at ~6% (4, 5)
- The Company has grown Earnings per Share at a CAGR of 28% since the year ended December 31, 2014 <sup>(3)</sup>, while peers have grown at 10% <sup>(4, 5)</sup>
- The Company has grown Tangible Book Value per Share at a CAGR of 8% since December 31, 2014 (3), while peers have grown at 5% (4, 5)

# Flexible, lower-risk balance sheet delivering superior results (16%+ Core <sup>(6)</sup> ROATCE for the year ended December 31, 2024)

- Exceptional asset quality; maintaining 0.00% NPAs/Assets for last 15 quarters
- The balance sheet has been designed to produce compelling, consistent, and sustainable returns in multiple possible futures

### Top-tier total shareholder returns; ROATCE not reflected in current valuation

OAKV shares have meaningfully outperformed peers over the last five years on a total shareholder return basis (7)

### Capital raise aligns capital base for future organic growth opportunities



## **Experienced Management Team**



#### Michael A. Ewing - Chairman & Chief Executive Officer

Mr. Ewing has served as Chief Executive Officer and Director of the Bank since 2009. Mr. Ewing has served as Chairman since August 2021. Mr. Ewing was Executive Vice President and Senior Credit Officer of Marshall National Bank and Trust Company ("Marshall National Bank") in Marshall, Virginia, from 1991 to 1999. In 1999, he was recruited by F&M National Corporation as President and Chief Executive Officer to reengineer one of its affiliate banks, F&M Bank-West Virginia. Mr. Ewing returned to Marshall National Bank in 2003 as President and Chief Executive Officer and served in that position until 2006.



#### Kevin A. Lee - President, Chief Credit Officer, & Director

Mr. Lee serves as President, Chief Credit Officer and Director of the Bank and is a seasoned bank executive with considerable expertise in the lending area of the Bank. From 1993 to 1999, Mr. Lee was Commercial Loan Officer of Marshall National Bank. In 1999, he was named Senior Vice President and Senior Credit Officer and was promoted to Executive Vice President and Senior Credit Officer thereafter. When Marshall National Bank merged with PNC Bank, Mr. Lee became a Vice President of Business Banking of PNC Bank where he served until he joined the Bank in 2008.



#### Tammy P. Frazier – Executive Vice President & Chief Financial Officer

Ms. Frazier was appointed Executive Vice President and Chief Financial Officer of the Bank in 2021. Prior to joining the Bank, she was Senior Vice President and Controller of The Fauquier Bank from 2019 to 2021 and Vice President and Controller of The Fauquier Bank from 2017 to 2019. Prior to that, Ms. Frazier served as Chief Accounting Officer and Controller of Middleburg Bank from 2013 to 2017 and Vice President of Enterprise Risk Management from 2011 to 2013, and as a manager at the accounting firm of Yount, Hyde & Barbour, P.C. from 1995 to 2011.



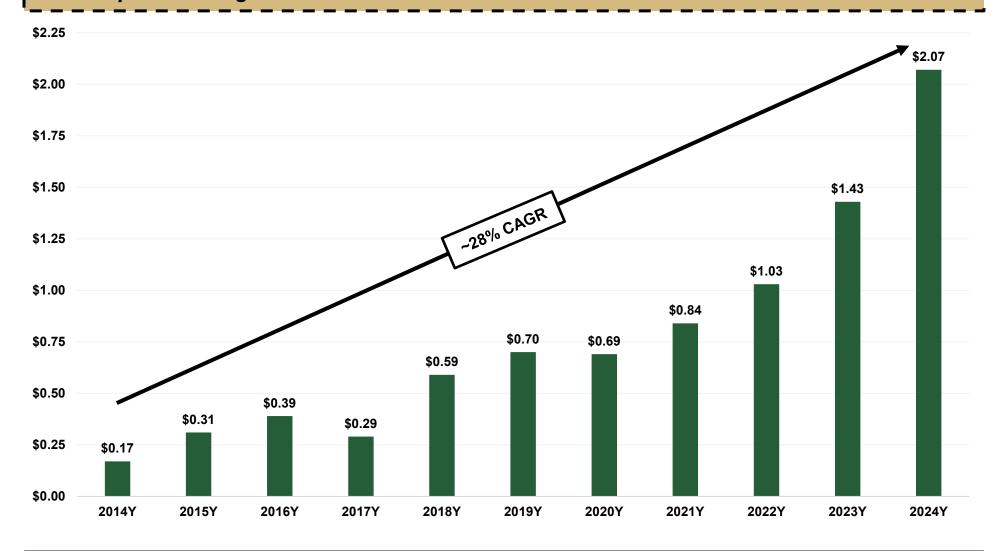
#### Colin D. Borgstrom – Executive Vice President & Chief Operations Officer

Mr. Borgstrom was appointed Executive Vice President and Chief Operations Officer of the Bank in 2021 and was Executive Vice President of Operations from 2018 to 2021, having started with the Bank in 2009. Prior to joining the Bank, Mr. Borgstrom held several officer positions with Marshall National Bank from 2001 to 2008 and through its merger with PNC Bank. He began his banking career with George Mason Bank in 1996 and became a bank officer with its successor, United Bank, in 1998.



## **EPS Growth Meaningfully Outpacing Peers**

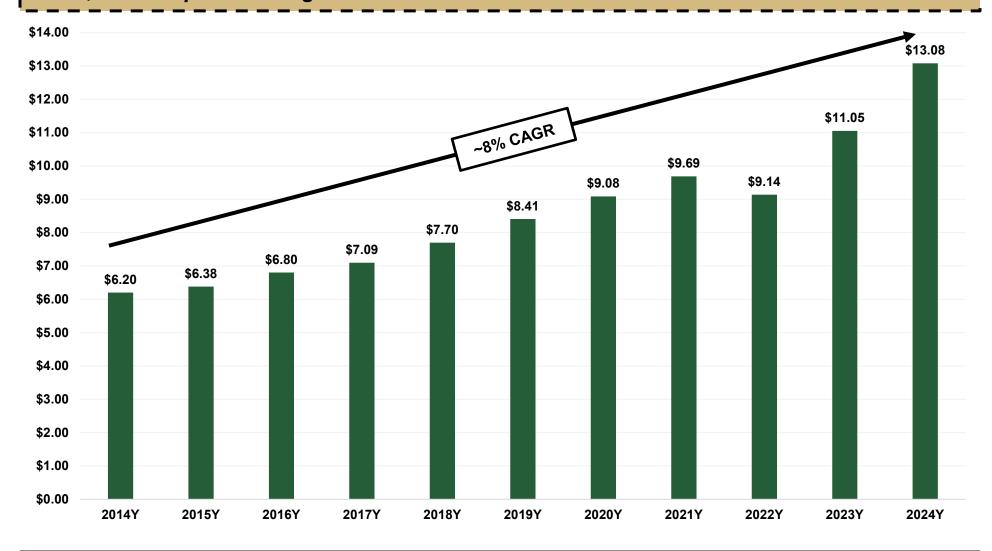
OAKV has grown EPS at a <u>CAGR of ~28%</u> for the last ten years  $^{(1)}$ . Over the same time frame, OAKV's peers have grown EPS at a CAGR of ~10%  $^{(1, 2)}$ .





## **TBVPS Growth Also Outpacing Peers**

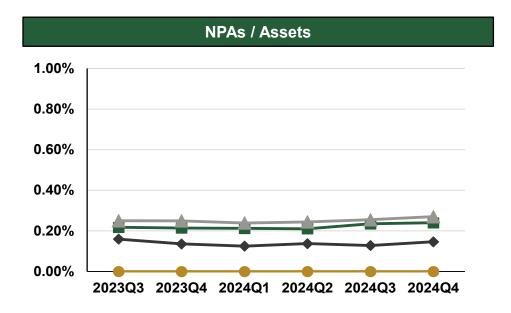
OAKV has grown TBVPS  $^{(1)}$  at a <u>CAGR of ~8%</u> for the last ten years  $^{(2)}$ . Over the same time frame, OAKV's peers have grown TBVPS  $^{(1)}$  at a CAGR of ~5%  $^{(2, 3)}$ .

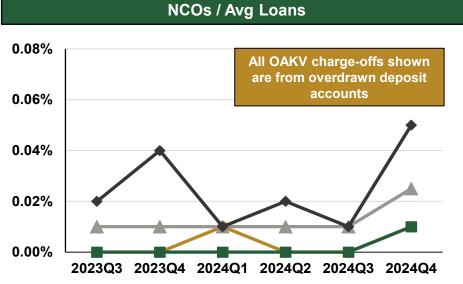




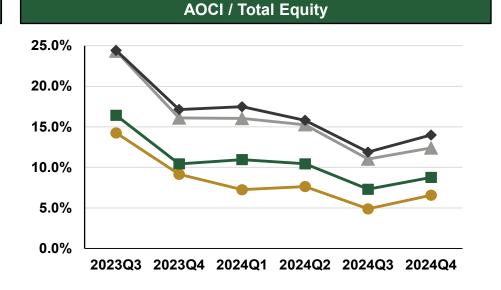
### Lower-Risk Balance Sheet...







# 100.0% 80.0% 60.0% 40.0% 20.0% 2023Q3 2023Q4 2024Q1 2024Q2 2024Q3 2024Q4



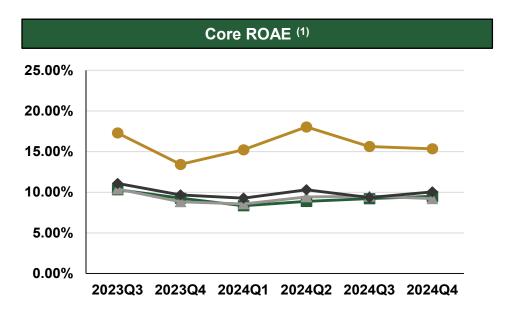


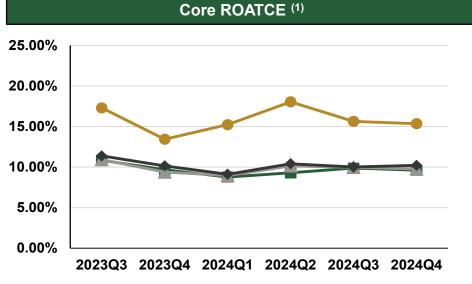
Source: S&P Capital IQ Pro

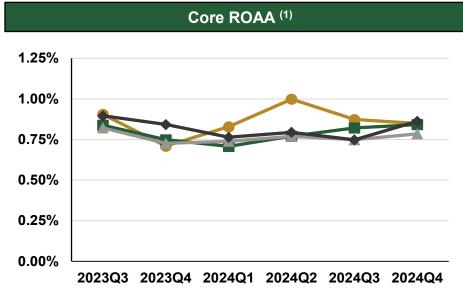
excluded from all groups // See notes 1, 2, and 3 on page 37

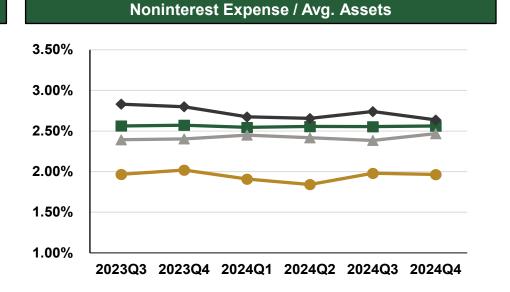
## ... Delivering Superior Results









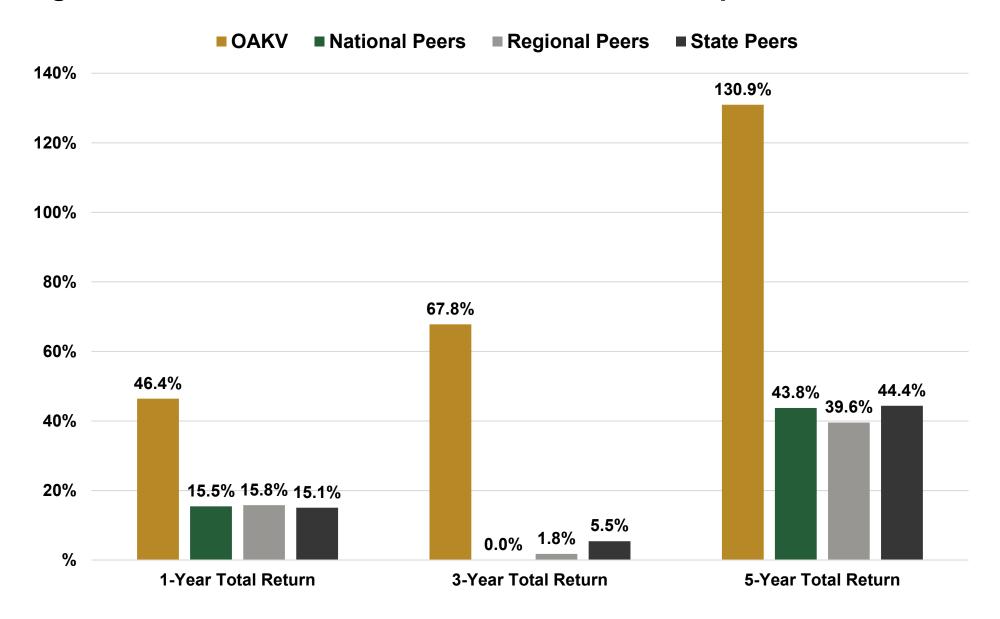


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Source: S&P Capital IQ Pro

### Significant Total Returns to Shareholders Over Multiple Time Horizons





## **OAKV Share Price Performance**

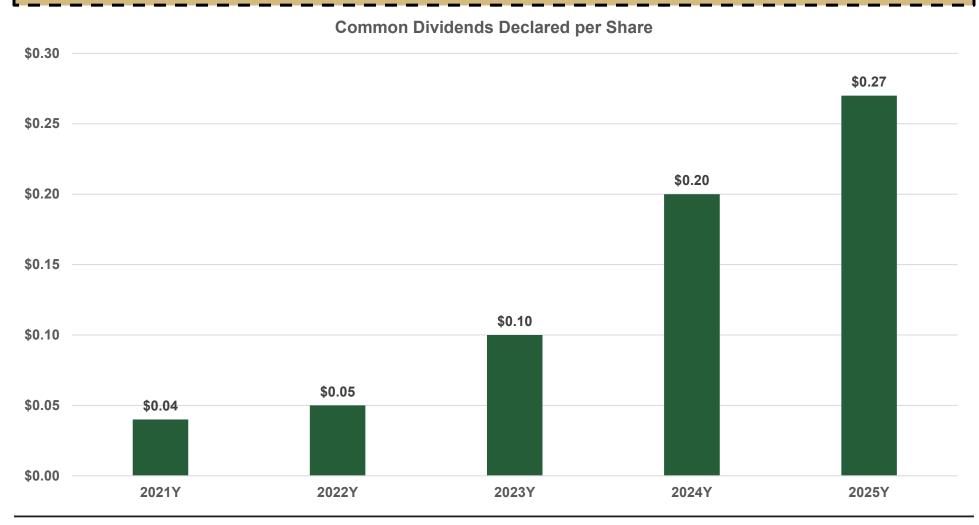
Share price and volume for the last five years.

Share	e Price		Volume
\$18.00	OAKV Current Valuation Metrics (as of 03/	20/25)	180,000
	Closing Share Price (\$)	14.79	
\$16.00	Market Capitalization (\$mm)	43.3	160,000
ų . o. o o	Common Shares Outstanding (#)	2,927,175	h
	Three-month Daily Avg. Volume (shrs)	428	][.,7" ]\
\$14.00	Dividend Yield (%)	1.4	140,000
	Price / Tang. Book (%)	113.1	11.1
\$12.00	Price / LTM EPS (x)	7.1	120,000
\$8.00 \$8.00 \$6.00	The part of the second	Madylarac	100,000 80,000 60,000
\$4.00			40,000
\$2.00			20,000
- 03/2017	Serial 2 1/2012 03/2012 1/2012 03/2012 05/2012 1/2012 03/2012 03/	2012, 1201	20123 121124 12124



## **OAKV Dividend History**

OAKV began paying dividends in February of 2021 and has paid annual dividends in the first quarter of each subsequent year. OAKV paid a dividend of \$0.27 per share to shareholders of record on January 30, 2025.





Source: S&P Capital IQ Pro Note: See note 1 on page 37

### **II.** Market Overview



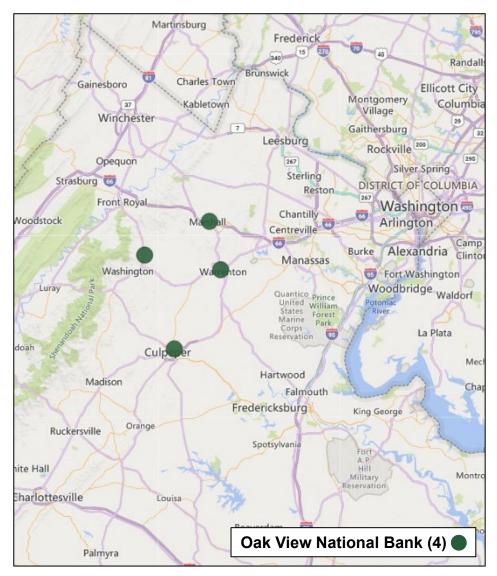
## **Strong Market Share**

- Deep presence in some of Virginia's most desirable markets
- Loan and deposit customers in Fauquier, Culpeper, Rappahannock, Loudoun, and Prince William Counties

#### Community Bank (1) Rankings

		2024	2024
	2024	Deposits	Mkt. Share
stitution (ST)	Branches	(\$mm)	(%)
irginia National Bankshares Corp. (VA)	6	496	17.8
ak View Bankshares Inc. (VA)	2	441	15.8
urke & Herbert Fin. Svcs. Corp. (VA)	1	100	3.6
agle Financial Services Inc. (VA)	1	26	1.0
ir	rginia National Bankshares Corp. (VA)  ak View Bankshares Inc. (VA)  urke & Herbert Fin. Svcs. Corp. (VA)	rginia National Bankshares Corp. (VA) 6  ak View Bankshares Inc. (VA) 2  urke & Herbert Fin. Svcs. Corp. (VA) 1	2024 Deposits Stitution (ST) Branches (\$mm)  rginia National Bankshares Corp. (VA) 6 496  ak View Bankshares Inc. (VA) 2 441  urke & Herbert Fin. Svcs. Corp. (VA) 1 100

Culp	eper, VA   County			
			2024	2024
2024		2024	Deposits	Mkt. Share
Rank	Institution (ST)	Branches	(\$mm)	(%)
1	Oak View Bankshares Inc. (VA)	1	87	9.2
2	Blue Ridge Bankshares Inc. (VA)	1	41	4.4
3	Carter Bankshares Inc. (VA)	1	17	1.8





## **Serving Attractive, High-Growth Markets**

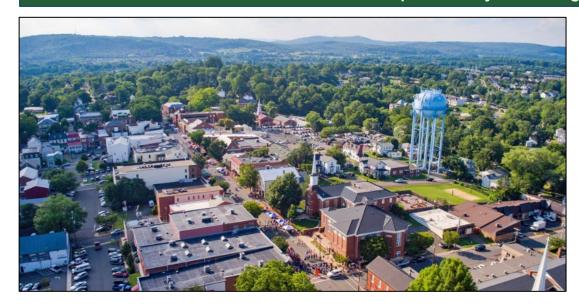
Market	2025-2030 Projected Population Growth	Percentile of VA Counties	2025 Median Household Income	Percentile of VA Counties	2025-2030 Projected Median Household Income Growth	Percentile of VA Counties
Fauquier County, VA	2.4%	61%	\$134,532	96%	12.7%	97%
Culpeper County, VA	6.0%	90%	\$104,144	88%	9.0%	58%
Rappahannock County, VA	2.1%	57%	\$109,700	88%	10.6%	90%
Loudoun County, VA	4.6%	81%	\$178,282	100%	9.2%	65%
Prince William County, VA	4.2%	78%	\$126,144	95%	7.9%	38%
Aggregate: Virginia	2.7%		\$92,714		8.7%	
Aggregate: United States	2.4%		\$78,770		8.8%	



Source: S&P Capital IQ Pro

### **Primary Market Overview**

#### **Fauquier County Market Highlights**





- Population of 75 thousand <sup>(1, 2)</sup> and expected to grow 2.4% through 2030 <sup>(2)</sup>
- Fauquier County includes two Oak View National Bank branches
- Median household income for this county is \$135 thousand vs. VA average of \$93 thousand (1, 2)
- Unemployment in the county sits at 2.6% (3), compared to the national average of 4.2% (3)
- Fauquier is a bedroom community to the Washington, D.C. metro area
- The county is largely supported by government, professional services, health care, and retail trade industries
- The county is well-known for its pristine countryside, international equestrian industry, vineyards, breweries, and quaint towns (4)



## **Secondary Market Overview**

#### **Culpeper County Market Highlights**





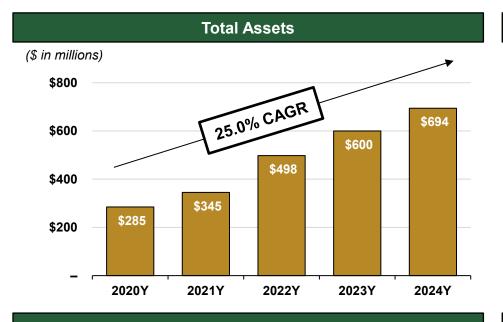
- Population of 56 thousand <sup>(1, 2)</sup> and expected to grow 6.0% through 2030 <sup>(2)</sup>
- Culpeper County includes one Oak View National Bank branch
- Median household income for this county is \$104 thousand vs. VA average of \$93 thousand (1, 2)
- Unemployment in the county sits at 2.9% (3), compared to the national average of 4.2% (3)
- Key industries to the area's economic success include automotive components, composite materials, technology, data centers, and telecommunications (4)
- Centrally located between Washington, D.C. to the north and Charlottesville, VA to the south, the area offers outstanding outdoor adventures, a well-preserved historic downtown, and beautiful Virginia countryside (5)
- Culpeper was ranked as the "Prettiest Town" in Virginia in 2018 (6)

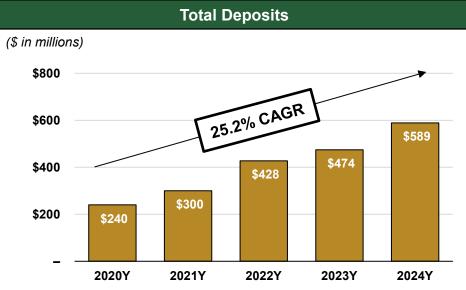


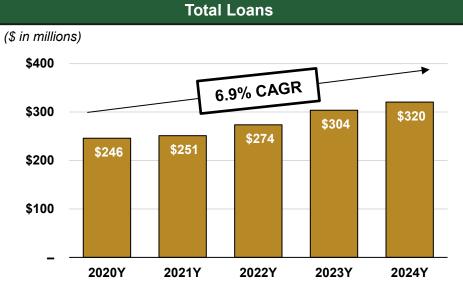
## **III.** Financial Highlights

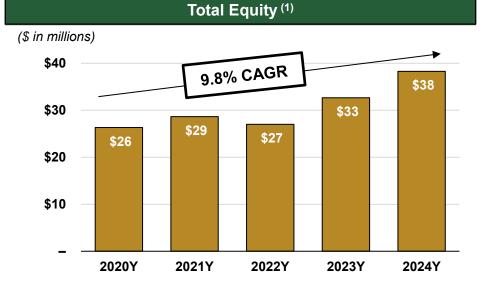


## **Disciplined Balance Sheet Growth**







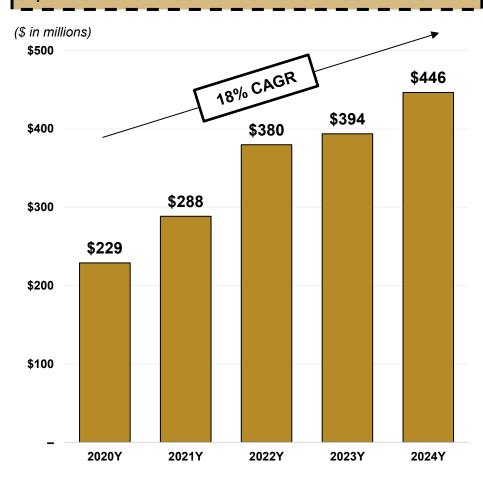




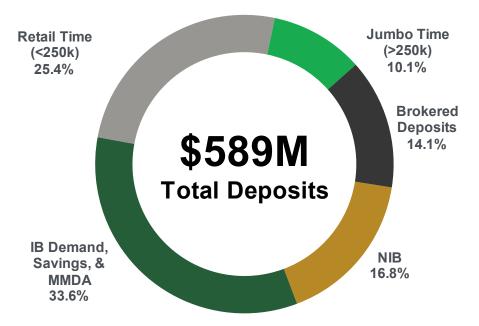
## **Deposit Growth & Composition**

#### Core Deposit (1) Trends

OAKV has grown core deposits  $^{(1)}$  at a CAGR of ~18% for the last four years  $^{(2)}$ . Over the same time frame, OAKV's peers have grown core deposits  $^{(1)}$  at a CAGR of ~6%  $^{(2, 3)}$ .



### **Bank Regulatory Deposit Composition**



Deposits (\$00	JO)
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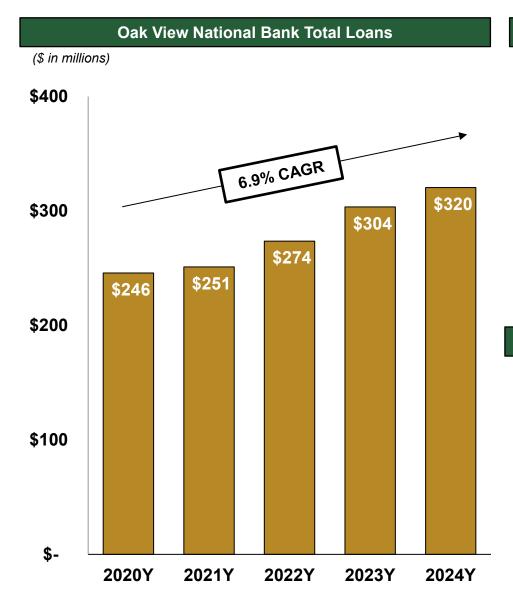
NIB	\$ 98,756	16.8%
IB Demand, Savings, & MMDA	198,052	33.6%
Retail Time (<250k)	149,511	25.4%
Jumbo Time (>250k)	59,621	10.1%
Brokered Deposits	83,078	14.1%
Total	\$ 589,018	100.0%



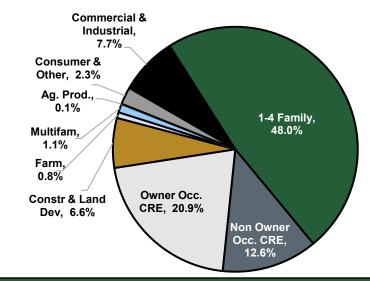
Source: S&P Capital IQ Pro

Note: Bank-level data shown as of December 31, 2024 // See notes 2 and 3 on page 37

### **Loan Portfolio Diversification & Growth**



#### 12/31/24 Bank Loan Composition – Regulatory Classification

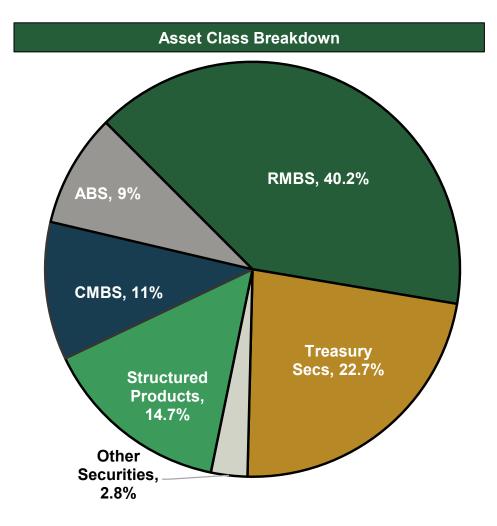


#### **Loan Portfolio Highlights**

- Loan growth is solely focused on local markets and has not come from stretching into the D.C.-metro market
- The loan portfolio does not include any office buildings in the Washington, D.C. central business district
- Average rate on Loan portfolio of 5.82% as of September 30, 2024 (1)
- Maximum Loan balance of \$3.3 million and median Loan balance of \$87 thousand (2)



### **Securities Portfolio Overview**

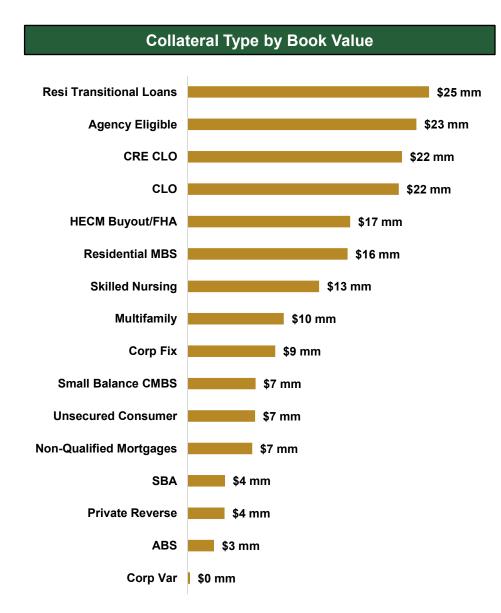


#### **Portfolio Commentary**

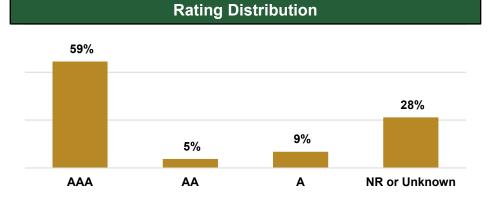
- Total Securities Portfolio Value: ~\$297.7 million (1)
- Securitized Credit Portfolio Value: ~\$188.4 million (2)
- The investment portfolio has been structured to have a negligible AOCI impact across interest rate scenarios while maintaining strong yields
- Historical investment portfolio total returns (3)
  - 1 year: 5.58%, 95<sup>th</sup> percentile
  - 3 year: 2.82%, 82<sup>nd</sup> percentile
  - 5 year: 1.97%, 77<sup>th</sup> percentile
- Additional securities portfolio information <sup>(4)</sup>
  - Yield on Securities Portfolio: 5.78%
  - Floating Securities / Total Portfolio <sup>(5)</sup>: 71%
  - Weighted Average Duration: 3.84 years
  - Adjusted Weighted Average Duration <sup>(6)</sup>: 1.40 years



### **Securitized Credit Portfolio Overview**

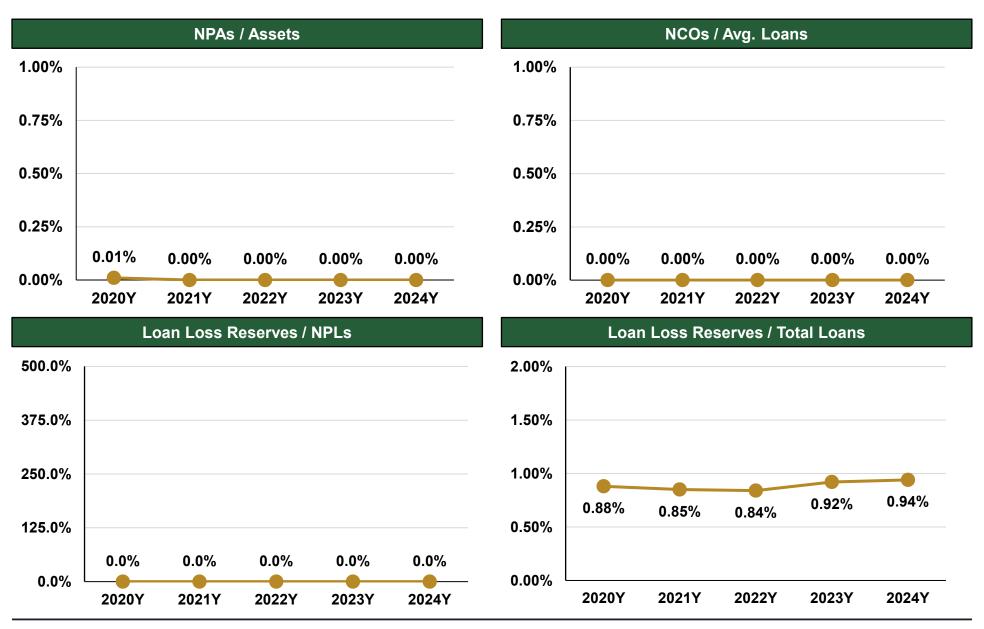


Book Value, Yield, and Duration by Category								
Category	Call Report Category	Balance (\$000)	% of Total	Book Yield	Book Dur.			
Resi Transitional Loans	RMBS	\$24,748	13%	6.83%	1.56 yr			
Agency Eligible	RMBS	23,450	12%	4.76%	5.87 yr			
CRE CLO	Structured Fin. Prod.	21,980	12%	6.89%	0.04 yr			
CLO	Structured Fin. Prod.	21,646	11%	6.80%	0.09 yr			
HECM Buyout/FHA	RMBS	16,668	9%	6.30%	1.69 yr			
Residential MBS	RMBS	16,396	9%	5.48%	3.41 yr			
Skilled Nursing	CMBS	13,486	7%	7.60%	0.18 yr			
Multifamily	CMBS	9,866	5%	7.75%	0.04 yr			
Corp Fix	Other Debt Secs.	9,000	5%	3.87%	6.03 yr			
Small Balance CMBS	CMBS	6,978	4%	6.03%	1.90 yr			
Unsecured Consumer	ABS	6,933	4%	6.30%	1.20 yr			
Non-Qualified Mtgs.	RMBS	6,637	4%	5.77%	2.43 yr			
SBA	ABS	3,844	2%	7.32%	0.12 yr			
Private Reverse	RMBS	3,800	2%	6.00%	5.16 yr			
ABS	ABS	2,723	1%	6.78%	3.41 yr			
Corp Var	Other Debt Secs.	250	0%	9.56%	1.79 yr			
Total		\$188,407	100%	6.28%	2.13 yr			





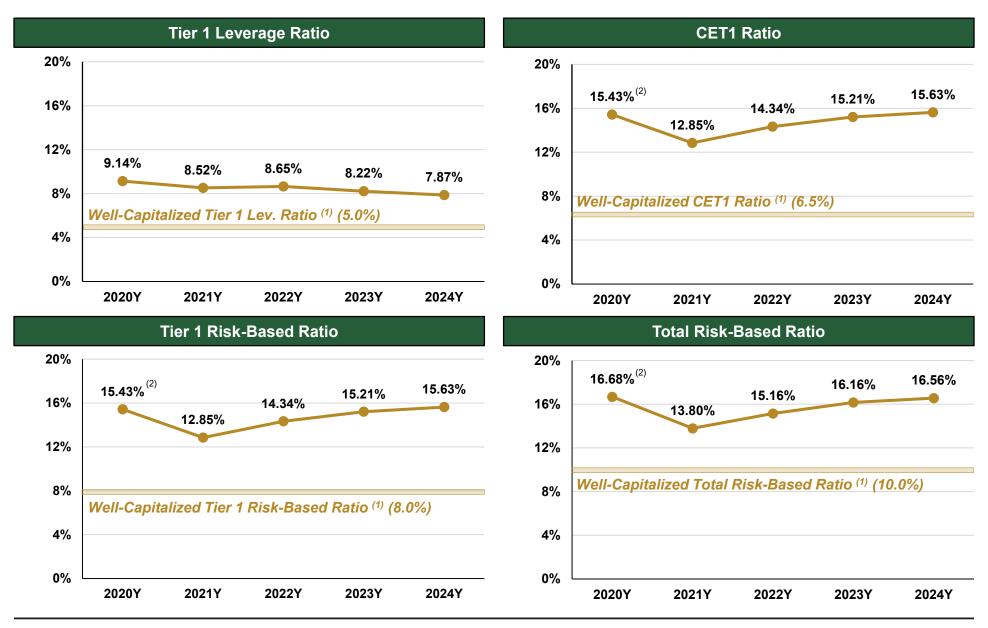
## **Asset Quality & Reserve Coverage Ratios**





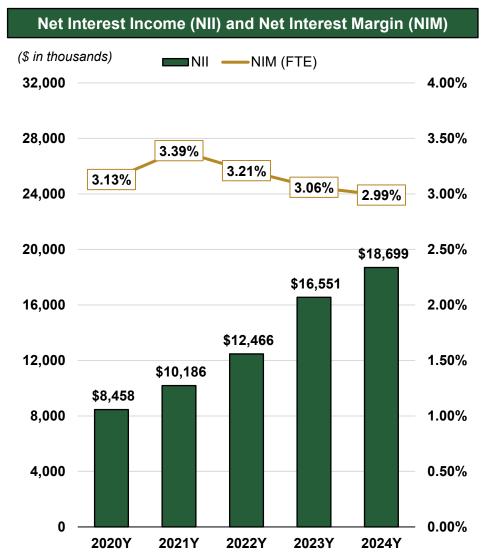
Source: S&P Capital IQ Pro Note: Bank-level data shown // See note 2 on page 37

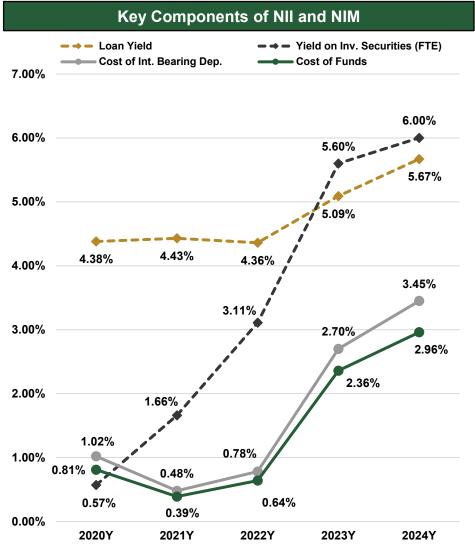
## **Historical Bank Regulatory Capital Ratios**





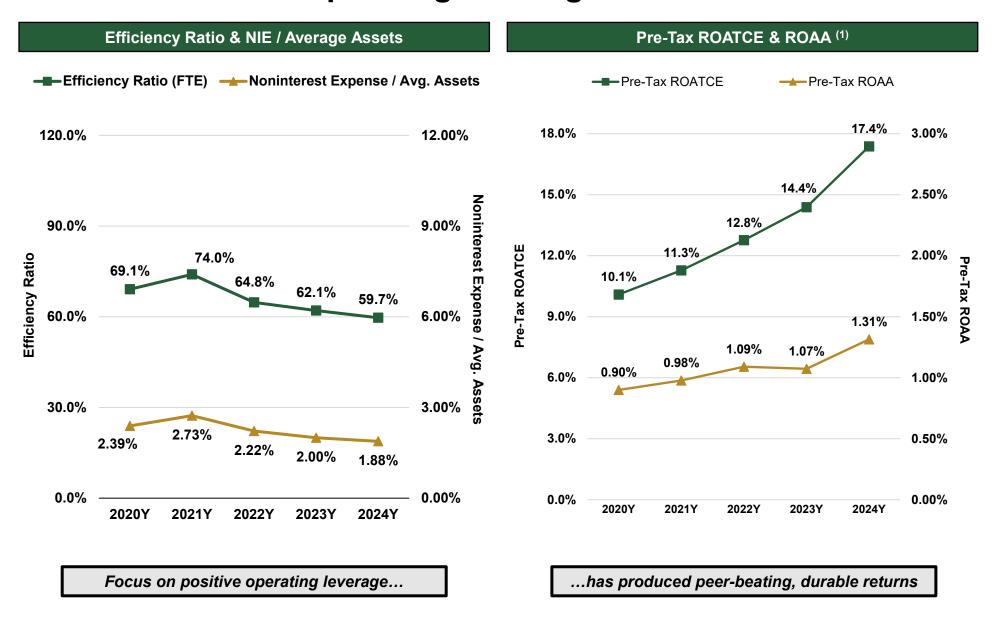
## **Net Interest Income & Net Interest Margin**







## **Focus on Positive Operating Leverage**





## IV. Appendix



## **Historical Bank Loan Composition & Yields**

(\$ in thousands)

Oak View National Bank Loan Composition Since 2020										
	2020Y		2021	Υ	2022	2Y	2023Y		2024Y	
Loan Composition	Balance %	of Total	Balance	% of Total						
Construction	\$10,333	4.2%	\$15,523	6.2%	\$19,446	7.1%	\$22,530	7.4%	\$21,040	6.6%
1-4 Family	112,776	45.9%	109,107	43.5%	128,006	46.8%	150,414	49.6%	153,911	48.0%
Multifamily	910	0.4%	4,087	1.6%	3,906	1.4%	4,100	1.4%	3,507	1.1%
Comm RE (Non Farm/Res)	69,567	28.3%	80,543	32.1%	89,807	32.8%	94,939	31.3%	107,496	33.5%
C&I	46,632	19.0%	37,069	14.8%	23,678	8.7%	21,337	7.0%	24,538	7.7%
Farm RE	2,481	1.0%	1,844	0.7%	1,644	0.6%	2,781	0.9%	2,435	0.8%
Agricultural	182	0.1%	139	0.1%	221	0.1%	100	0.0%	275	0.1%
Consumer	3,160	1.3%	2,770	1.1%	3,542	1.3%	4,259	1.4%	4,412	1.4%
Leases	0	0.0%	0	0.0%	0	0.0%	C	0.0%	0	0.0%
Other	-281 <sup>(1)</sup>	-0.1%	0	0.0%	3,333	1.2%	3,060	1.0%	2,851	0.9%
Total Gross Loans	\$245,760	100.0%	\$251,082	100.0%	\$273,583	100.0%	\$303,520	100.0%	\$320,465	100.0%
Yield on 1-4 Family Loans	4.61%		4.42%		4.66%		5.66%		6.19%	
Yield on All Other RE Loans	4.15%		3.89%		3.55%		3.74%		4.32%	
Yield on C&I Loans	4.22%		6.62%		6.10%		8.85%		10.00%	
Yield on Loans and Leases	4.38%		4.43%		4.36%		5.09%		5.67%	
Yield on Earning Assets	3.88%		3.75%		3.80%		5.26%		5.78%	



Source: S&P Capital IQ Pro

Note: Bank-level data shown // See note 2 on page 37

(1) Unearned income

## **Asset-Liability Management Profile**

### **Net Interest Income Sensitivity Profile**

Interest Rate Scenario	-200	-100	Base	+200
Net Interest Income Change - Next 12 Months	-2.5%	-1.3%		3.9%
Net Interest Income Change - Next 24 Months	2.2%	5.3%	7.1%	18.4%

### **Economic Value Sensitivity Profile**

Interest Rate Scenario	-200	-100	Base	+100	+200
EVE Change - Immediate Shock	-9.3%	-2.6%	0.0%	4.9%	10.3%



## **Bank Regulatory Financial Highlights**

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_	12/31/2021	12/31/2022	e Years Ended 12/31/2023	12/31/2024	12/31/2023	3/31/2024	e Quarters En 6/30/2024	9/30/2024	12/31/2024	
Salance Sheet										
Total Assets (\$000)	345,127	497,888	599,874	694,438	599,874	624,046	629,936	676,260	694,438	
Total Loans (\$000)	251,082	273,583	303,520	320,465	303,520	305,132	316,434	322,311	320,465	
Total Deposits (\$000)	300,311	427,685	474,443	589,018	474,443	498,647	527,966	569,697	589,018	
Tier 1 Capital (\$000)	28,966	40,382	48,727	54,383	48,727	49,114	51,111	52,736	54,383	
Loans / Deposits (%)	83.6	64.0	64.0	54.4	64.0	61.2	59.9	56.6	54.4	
(Cash + Securities) / Assets (%)	23.5	40.9	45.6	49.2	45.6	47.2	45.6	48.3	49.2	
TCE / TA (%) (1)	8.3	7.1	7.6	7.5	7.6	7.5	7.7	7.5	7.5	
Tier 1 Leverage Ratio (%)	8.5	8.7	8.2	7.9	8.2	8.1	8.2	8.0	7.9	
Total Risk-Based Capital Ratio (%)	13.8 <sup>(2)</sup>	15.2	16.2	16.6	16.2	15.8	16.2	16.4	16.6	
Profitability										
Net Income (\$000)	2,470	3,564	4,825	6,756	1,137	1,486	1,999	1,624	1,647	
ROAA (%)	0.78	0.87	0.86	1.05	0.77	0.98	1.28	0.99	0.95	
ROATCE (%) <sup>(1)</sup>	9.00	10.25	11.52	13.88	10.22	12.87	16.82	13.08	12.82	
Net Interest Margin (%)	3.39	3.20	3.05	2.99	2.97	2.91	3.14	3.02	2.89	
Efficiency Ratio (%)	74.0	64.8	62.1	59.7	63.31	60.68	55.39	60.10	62.47	
Noninterest Inc / Operating Rev (%)	12.81	10.73	8.51	7.86	7.78	9.06	6.00	8.22	8.21	
Noninterest Exp / AA (%)	2.73	2.22	2.00	1.88	1.99	1.89	1.80	1.92	1.90	
Asset Quality (%)										
NPLs / Loans (%)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
NPAs / Assets (%)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Texas Ratio (%) <sup>(1)</sup>	0.01	0.05	0.00	0.03	0.00	0.00	0.03	0.03	0.03	
Reserves / Loans (%)	0.85	0.84	0.92	0.94	0.92	0.93	0.93	0.93	0.94	
NCOs / Avg Loans (%)	0.00	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.01	



Source: S&P Capital IQ Pro

## **Historical Consolidated Balance Sheet**

				As o	f December 31,		
(dollars shown in thousands)		2020	2021		2022	2023	2024
Assets							
Cash and Due from Banks	\$	3,640	\$ 13,183	\$	8,739	\$ 8,582	\$ 16,223
Interest-Earning Dep.		12,579	6,412		1,922	16,981	27,863
Fed Funds Sold & Reverse Repos		7,261	36,781		-	287	293
Cash and Cash Equivalents		23,480	56,376		10,661	25,850	44,379
Securities		4,875	26,424		195,405	251,818	301,603
Gross Loans (HFI & HFS)		245,760	251,196		273,866	304,051	320,951
Loan Loss Reserve		(2,174)	(2,126)		(2,308)	(2,793)	(3,004)
Net Loans (HFI & HFS)		243,586	249,070		271,558	301,258	317,947
Intangible Assets		-	-		-	-	-
OREO		-	-		-	-	-
Premises and Fixed Assets		5,470	6,224		6,424	6,781	12,306
Other Assets		7,261	7,006		13,940	14,453	18,296
Total Assets		284,672	345,100		497,988	600,160	694,531
Liabilities							
Deposits		239,886	300,312		422,897	474,234	588,774
Borrowings		16,900	14,900		25,506	74,900	49,900
Subordinated Debt		, -	, -		13,702	13,734	13,767
Other Liabilities		1,573	1,256		8,866	4,624	3,813
Total Liabilities		258,359	316,468		470,971	567,492	656,254
Stockholders' Equity							
Common Stock & Surplus		26,313	28,632		27,017	32,668	38,277
Total Stockholders' Equity		26,313	28,632		27,017	32,668	38,277
Total Liabilities and Stockholders' Equity	<b>\$</b>	284,672	\$ 345,100	\$	497,988	\$ 600,160	\$ 694,531



## **Historical Consolidated Income Statement**

(dollars shown in thousands)	2020		2021		2022	2023	2024
Total Interest Income	\$	10,601	\$ 11,372	\$	14,877	\$ 28,719	\$ 36,168
Total Interest Expense		2,032	1,107		2,801	12,561	18,028
Net Interest Income		8,568	10,264		12,076	16,159	18,140
Provision for Loan Losses		469	(60)		189	576	195
Net Interest Income after Provisions		8,099	10,324		11,887	15,583	17,945
Total Noninterest Income		1,192	1,479		1,437	1,394	1,606
Realized Gain on Securities		-	-		(249)	(247)	487
Nonrecurring Expense		-	677		-	-	-
Noninterest Expense		6,752	8,030		9,280	11,479	12,406
Pre-Tax Net Income	\$	2,539	\$ 3,096	\$	3,795	\$ 5,251	\$ 7,632
Income Tax Expense		522	626		739	1,037	1,535
Net Income	\$	2,017	\$ 2,470	\$	3,055	\$ 4,213	\$ 6,097



### **Additional Notes**

- Consolidated financial data of the Company are audited for the year-end periods shown in the presentation, with the
  exception of 2024. The Company's 2024 audit has not yet been completed. Quarterly consolidated financial data of
  the Company are not audited.
- 2. Bank-level financial data are not audited for any of the periods shown in the presentation.
- 3. No representations are being made as to whether or not the financial data for other companies shown in this presentation, including but not limited to the selected peers, are audited.
- 4. Mid-Atlantic is shown as defined by S&P Capital IQ Pro. This definition includes the following states, commonwealths, districts, and territories: Delaware, the District of Columbia, Maryland, New Jersey, New York, Pennsylvania, and Puerto Rico.



## Non-GAAP Reconciliation | Consolidated TCE / TA and TBVPS

Dollars are in thousands, unless otherwise noted

Reconciliation   Consolidated TCE / TA	and TBVPS	2014Y	2015Y	2016Y	2017Y	2018Y	2019Y	2020Y	2021Y	2022Y	2023Y	2024Y
Total Equity		\$16,265	\$18,338	\$19,550	\$20,387	\$22,118	\$24,163	\$26,314	\$28,632	\$27,017	\$32,668	\$38,277
Less: Preferred Equity		_	_	_	_	_	_	_	-	_	_	_
Less: Goodwill		_	_	_	_	_	_	_	_	_	_	_
Less: Other Intangible Assets		_	_	_	_	_	_	_	_	_	_	_
Plus: Mortgage Servicing Rights		_	-	_	_	_	_	_	-	_	-	_
Tangible Common Equity	[A]	\$16,265	\$18,338	\$19,550	\$20,387	\$22,118	\$24,163	\$26,314	\$28,632	\$27,017	\$32,668	\$38,277
Total Assets		\$172,965	\$179,637	\$200,016	\$218,356	\$238,186	\$263,735	\$284,672	\$345,100	\$497,988	\$600,160	\$694,531
Less: Goodwill		_	_	_	_	_	_	_	_	_	_	_
Less: Other Intangible Assets		_	_	_	_	_	_	_	-	_	_	_
Plus: Mortgage Servicing Rights		-	_	_	_	_	_	_	-	_	_	
Tangible Assets	[B]	\$172,965	\$179,637	\$200,016	\$218,356	\$238,186	\$263,735	\$284,672	\$345,100	\$497,988	\$600,160	\$694,531
Consolidated TCE / TA	[C] = [A] / [B]	9.40%	10.21%	9.77%	9.34%	9.29%	9.16%	9.24%	8.30%	5.43%	5.44%	5.51%
Common Shares Outstanding (Actual)	[D]	2,623,456	2,873,456	2,873,456	2,873,456	2,873,456	2,873,456	2,896,502	2,956,157	2,956,157	2,956,157	2,927,175
TBVPS (\$)	[E] = [A] / [D]	\$6.20	\$6.38	\$6.80	\$7.09	\$7.70	\$8.41	\$9.08	\$9.69	\$9.14	\$11.05	\$13.08



## Non-GAAP Reconciliation | Consolidated Earnings Ratios

Dollars are in thousands, unless otherwise noted

Reconciliation   Consolidated Earnings	s Ratios	2020Y	2021Y	2022Y	2023Y	2024Y	2023Q3	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4
Net Income before Extra		\$2,017	\$2,470	\$3,055	\$4,213	\$6,097	\$1,184	\$981	\$1,341	\$1,829	\$1,456	\$1,472
Minus: Net Income Attributable to Nonco	ontrolling Int	_	_	_	_	_	_	_	_	_	_	_
Minus: A/T Realized Gain (Loss) on Se	curities	_	_	(197)	(195)	385	(114)	(77)	73	264	30	18
Minus: A/T Nonrecurring Items		_	(535)	_	_	_	<u> </u>	-	_	_	_	_
Minus: A/T Amrt of Intang & Goodwill Im	npairment	_	_	_	_	_	_	_	_	_	_	_
Plus: Tax Act Charges		_	_	_	-		!	-		_	_	
Core Net Income	[A]	2,017	3,005	3,252	4,408	5,712	1,298	1,058	1,268	1,565	1,426	1,454
Annualization Factor	[B]	1	1	1	1	1	4	4	4	4	4	4
Annualized Core Net Income	[C] = [A] * [B]	\$2,017	\$3,005	\$3,252	\$4,408	\$5,712	\$5,191	\$4,231	\$5,073	\$6,261	\$5,704	\$5,815
Average Assets	[D]	\$282,946	\$317,013	\$411,612	\$558,664	\$644,393	\$574,101	\$596,408	\$612,104	\$626,980	\$653,089	\$685,399
Average Common Equity	[E]	\$25,142	\$27,455	\$27,574	\$29,630	\$35,597	\$30,035	\$31,509	\$33,301	\$34,698	\$36,492	\$37,900
Average Tangible Common Equity	[F]	\$25,142	\$27,455	\$27,574	\$29,630	\$35,597	\$30,035	\$31,509	\$33,301	\$34,698	\$36,492	\$37,900
Core ROAA	[G] = [C] / [D]	0.71%	0.95%	0.79%	0.79%	0.89%	0.90%	0.71%	0.83%	1.00%	0.87%	0.85%
Core ROAE	[H] = [C] / [E]	8.02%	10.94%	11.79%	14.88%	16.05%	17.28%	13.43%	15.23%	18.04%	15.63%	15.34%
Core ROATCE	[I] = [C] / [F]	8.02%	10.94%	11.79%	14.88%	16.05%	17.28%	13.43%	15.23%	18.04%	15.63%	15.34%



## Non-GAAP Reconciliation | Bank-Level TCE / TA

Dollars are in thousands, unless otherwise noted

Reconciliation   Bank-Level TCE / TA		2020Y	2021Y	2022Y	2023Y	2024Y	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4
Total Equity		\$26,314	\$28,632	\$35,526	\$45,743	\$51,870	\$45,743	\$46,652	\$48,401	\$50,902	\$51,870
Less: Preferred Equity		_	_	_	_	_	_	_	_	_	_
Less: Goodwill		_	_	_	_	_	-	_	_	_	_
Less: Other Intangible Assets		_	_	_	_	_	_	_	_	_	_
Plus: Mortgage Servicing Rights		_	_	_	_	_		_	_	_	_
Tangible Common Equity	[A]	\$26,314	\$28,632	\$35,526	\$45,743	\$51,870	\$45,743	\$46,652	\$48,401	\$50,902	\$51,870
Total Assets		\$284,672	\$345,127	\$497,888	\$599,874	\$694,438	\$599,874	\$624,046	\$629,936	\$676,260	\$694,438
Less: Goodwill		_	_	_	-	_	-	-	_	_	_
Less: Other Intangible Assets		_	_	_	-	_	_	-	_	_	_
Plus: Mortgage Servicing Rights		_	_	_	_	_		_	_	_	_
Tangible Assets	[B]	\$284,672	\$345,127	\$497,888	\$599,874	\$694,438	\$599,874	\$624,046	\$629,936	\$676,260	\$694,438
Bank TCE / TA	[C] = [A] / [B]	9.24%	8.30%	7.14%	7.63%	7.47%	7.63%	7.48%	7.68%	7.53%	7.47%



Source: S&P Capital IQ Pro

## Non-GAAP Reconciliation | Bank-Level Earnings Ratios

Dollars are in thousands, unless otherwise noted

Reconciliation   Bank-Level Earnings	Ratios	2020Y	2021Y	2022Y	2023Y	2024Y	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4
Net Income	[A]	\$2,017	\$2,470	\$3,564	\$4,825	\$6,756	\$1,137	\$1,486	\$1,999	\$1,624	\$1,647
Plus: Taxes		522	626	875	1,200	1,704	222	395	531	432	346
Pre-Tax Net Income	[B]	\$2,539	\$3,096	\$4,439	\$6,025	\$8,460	\$1,359	\$1,881	\$2,530	\$2,056	\$1,993
Annualization Factor	[C]	1	1	1	1	1	4	4	4	4	4
Annualized Net Income	[D] = [A] * [C]	\$2,017	\$2,470	\$3,564	\$4,825	\$6,756	\$4,548	\$5,944	\$7,996	\$6,496	\$6,588
Annualized Pre-Tax Net Income	[E] = [B] * [C]	\$2,539	\$3,096	\$4,439	\$6,025	\$8,460	\$5,436	\$7,524	\$10,120	\$8,224	\$7,972
Average Assets	[F]	\$282,946	\$317,013	\$408,152	\$560,978	\$645,617	\$593,043	\$608,948	\$624,604	\$657,803	\$691,114
Average Tangible Common Equity	[G]	\$25,142	\$27,455	\$34,768	\$41,890	\$48,691	\$44,505	\$46,198	\$47,527	\$49,652	\$51,386
ROAA	[H] = [D] / [F]	0.71%	0.78%	0.87%	0.86%	1.05%	0.77%	0.98%	1.28%	0.99%	0.95%
ROATCE	[i] = [D] / [G]	8.02%	9.00%	10.25%	11.52%	13.88%	10.22%	12.87%	16.82%	13.08%	12.82%
Pre-Tax ROAA	[J] = [E] / [F]	0.90%	0.98%	1.09%	1.07%	1.31%	0.92%	1.24%	1.62%	1.25%	1.15%
Pre-Tax ROATCE	[K] = [E] / [G]	10.10%	11.28%	12.77%	14.38%	17.37%	12.21%	16.29%	21.29%	16.56%	15.51%



Source: S&P Capital IQ Pro

## Non-GAAP Reconciliation | Bank-Level Texas Ratio

Dollars are in thousands, unless otherwise noted

Reconciliation   Bank-Level Texas Ratio		2020Y	2021Y	2022Y	2023Y	2024Y	2023Q4	2024Q1	2024Q2	2024Q3	2024Q4
Non-accrual Loans		\$25	\$2	_	_	-	_	_	_	_	_
Plus: Total Modified Loans		_	_	_	_	-	_	_	_	_	_
Plus: Other Real Estate Owned		_	_	_	_	-	_	_	_	_	_
Plus: Non-accrual Debt Securities & Other Assets		_	_	_	_	_	_	_	_	_	_
Plus: 90-plus-day Past-due Loans		_	_	18	_	17		-	17	17	17
Bank Texas Ratio Numerator	[A]	\$25	\$2	\$18	-	\$17	-	-	\$17	\$17	\$17
Total Equity		\$26,314	\$28,632	\$35,526	\$45,743	\$51,870	\$45,743	\$46,652	\$48,401	\$50,902	\$51,870
Less: Preferred Equity		_	_	_	_	-	_	_	_	_	_
Plus: Total Reserves		2,174	2,126	2,308	2,793	3,004	2,793	2,842	2,941	3,013	3,004
Bank Texas Ratio Denominator	[B]	\$28,488	\$30,758	\$37,834	\$48,536	\$54,874	\$48,536	\$49,494	\$51,342	\$53,915	\$54,874
Bank Texas Ratio [C] = [A] /	[B]	0.09%	0.01%	0.05%	-	0.03%	-	-	0.03%	0.03%	0.03%



Source: S&P Capital IQ Pro

## **Core Deposit Reconciliation**

Dollars are in thousands, unless otherwise noted

Core Deposits / Total Deposits	[C] = [A] / [B]	95.5%	96.0%	88.8%	83.0%	75.8%	
Total Deposits	[B]	\$239,878	\$300,311	\$427,685	\$474,443	\$589,018	25.2%
Plus: IB Demand, Savings, & MMDA		_	_	41,188	30,682	83,078	
Plus: Jumbo Time Deposits (excl. Brokered)		10,848	11,935	6,683	50,078	59,621	53.1%
Core Deposits		\$229,030	\$288,376	\$379,814	\$393,683	\$446,319	18.2%
Core Deposits	[A]	\$229,030	\$288,376	\$379,814	\$393,683	\$446,319	18.2%
Plus: Retail Time Deposits (excl. Brokered)		65,010	58,786	82,818	133,882	149,511	23.1%
Plus: IB Demand, Savings, & MMDA		97,972	138,350	190,797	166,100	198,052	19.2%
Noninterest-bearing Deposits		\$66,048	\$91,240	\$106,199	\$93,701	\$98,756	10.6%
Reconciliation   Core Deposits		2020Y	2021Y	2022Y	2023Y	2024Y	CAGR

