

# Amalgamated Financial Corp.

Fourth Quarter 2025 Earnings Presentation  
January 22, 2026

# Safe Harbor Statements

## FORWARD-LOOKING STATEMENTS

Statements included in this presentation that are not historical in nature are intended to be, and are hereby identified as, forward-looking statements within the meaning of the Private Securities Litigation Reform Act, Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally can be identified through the use of forward-looking terminology such as "may," "will," "anticipate," "aspire," "should," "would," "believe," "contemplate," "expect," "estimate," "continue," "in the future," and "intend," as well as other similar words and expressions of the future. Forward-looking statements are subject to known and unknown risks, uncertainties and other factors, any or all of which could cause actual results to differ materially from the results expressed or implied by such forward-looking statements. These risks and uncertainties include, but are not limited to:

1. uncertain conditions in the banking industry and in national, regional and local economies in core markets, which may have an adverse impact on business, operations and financial performance;
2. deterioration in the financial condition of borrowers resulting in significant increases in credit losses and provisions for those losses;
3. deposit outflows and subsequent declines in liquidity caused by factors that could include lack of confidence in the banking system, a deterioration in market conditions or the financial condition of depositors;
4. changes in deposits, including an increase in uninsured deposits;
5. ability to maintain sufficient liquidity to meet deposit and debt obligations as they come due, which may require that the Company sell investment securities at a loss, negatively impacting net income, earnings and capital;
6. unfavorable conditions in the capital markets, which may cause declines in stock price and the value of investments;
7. negative economic and political conditions that adversely affect the general economy, housing prices, the real estate market, the job market, consumer confidence, the financial condition of borrowers and consumer spending habits, which may affect, among other things, the level of non-performing assets, charge-offs and provision expense;
8. fluctuations or unanticipated changes in the interest rate environment including changes in net interest margin or changes in the yield curve that affect investments, loans or deposits;
9. the general decline in the real estate and lending markets, particularly in commercial real estate in the Company's market areas, and the effects of the enactment of or changes to rent-control and other similar regulations on multi-family housing;
10. potential implementation by the current presidential administration of a regulatory reform agenda that is significantly different from that of the prior presidential administration, impacting the rule making, supervision, examination and enforcement of the banking regulation agencies;
11. changes in U.S. trade policies and other global political factors beyond the Company's control, including the imposition of tariffs, which raise economic uncertainty, potentially leading to slower growth and a decrease in loan demand;
12. the outcome of legal or regulatory proceedings that may be instituted against us;
13. inability to achieve organic loan and deposit growth and the composition of that growth;
14. composition of the Company's loan portfolio, including any concentration in industries or sectors that may experience unanticipated or anticipated adverse conditions greater than other industries or sectors in the national or local economies in which the Company operates;
15. inaccuracy of the assumptions and estimates the Company makes and policies that the Company implements in establishing the allowance for credit losses;
16. changes in loan underwriting, credit review or loss reserve policies associated with economic conditions, examination conclusions, or regulatory developments;
17. any matter that would cause the Company to conclude that there was impairment of any asset, including intangible assets;
18. limitations on the ability to declare and pay dividends;
19. the impact of competition with other financial institutions, including pricing pressures and the resulting impact on results, including as a result of compression to net interest margin;
20. increased competition for experienced members of the workforce including executives in the banking industry;
21. a failure in or breach of operational or security systems or infrastructure, or those of third party vendors or other service providers, including as a result of unauthorized access, computer viruses, phishing schemes, spam attacks, human error, natural disasters, power loss and other security breaches;
22. increased regulatory scrutiny and exposure from the use of "big data" techniques, machine learning, and artificial intelligence;
23. a downgrade in the Company's credit rating;
24. "greenwashing claims" against the Company and environmental, social, and governance ("ESG") products and increased scrutiny and political opposition to ESG and diversity, equity, and inclusion ("DEI") practices;
25. any unanticipated or greater than anticipated adverse conditions (including the possibility of earthquakes, wildfires, and other natural disasters) affecting the markets in which the Company operates;
26. physical and transitional risks related to climate change as they impact the business and the businesses that the Company finances;
27. future repurchase of the Company's shares through the Company's common stock repurchase program; and
28. descriptions of assumptions underlying or relating to any of the foregoing.

Additional factors which could affect the forward-looking statements can be found in the Company's Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K filed with the SEC and available on the SEC's website at <https://www.sec.gov/>. The Company disclaims any obligation to update or revise any forward-looking statements contained in this release, which speak only as of the date hereof, whether as a result of new information, future events or otherwise, except as required by law.

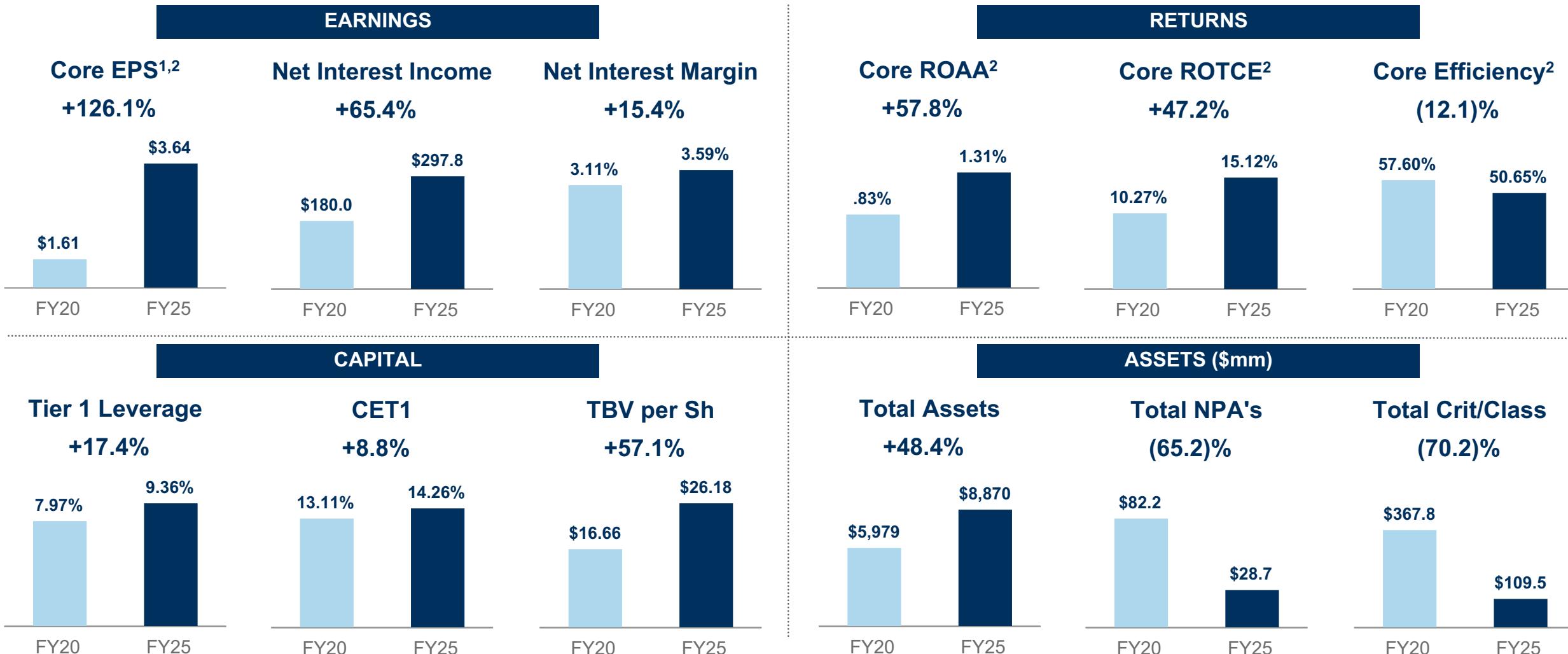
## NON-GAAP FINANCIAL MEASURES

This presentation contains certain non-GAAP financial measures including, without limitation, "Core Operating Revenue," "Core Non-interest Expense," "Tangible Common Equity," "Average Tangible Common Equity," "Core Efficiency Ratio," "Core Net Income," "Core ROAA," and "Core ROATCE." We believe these non-GAAP financial measures provide useful information to management and investors that is supplementary to our financial condition, results of operations and cash flows computed in accordance with GAAP. Specifically, we believe these non-GAAP financial measures (a) allow management and investors to better assess our performance by removing volatility that is associated with discrete items that are unrelated to our core business, and (b) enable a more complete understanding of factors and trends affecting our business. Non-GAAP financial measures, however, have inherent limitations, are not required to be uniformly applied, and are not audited. Accordingly, these non-GAAP financial measures should not be considered as substitutes for GAAP financial measures, and we strongly encourage investors to review the GAAP financial measures included in this presentation and not to place undue reliance on any single financial measure. In addition, because non-GAAP financial measures are not standardized, it may not be possible to compare the non-GAAP financial measures presented in this presentation with other companies' non-GAAP financial measures having the same or similar names. As such, you should not view these disclosures as a substitute for results determined in accordance with GAAP, and they are not necessarily comparable to non-GAAP financial measures that other companies use. Reconciliations of non-GAAP financial disclosures to what we believe to be the most directly comparable GAAP measures found in this presentation are set forth in the final pages of this presentation and also may be viewed on the bank's website, [amalgamatedbank.com](http://amalgamatedbank.com).

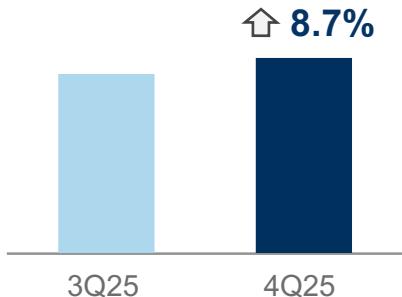
You should assume that all numbers presented are unaudited unless otherwise noted.

# 5 Year Milestone

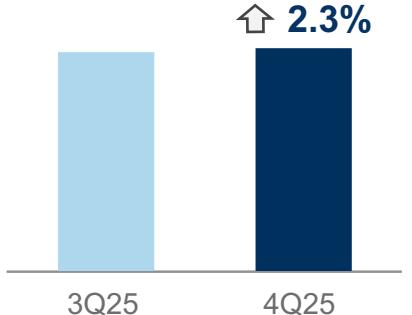
## CUMULATIVE RESULTS UNDER CEO BROWN & SR. EXEC LEADERS



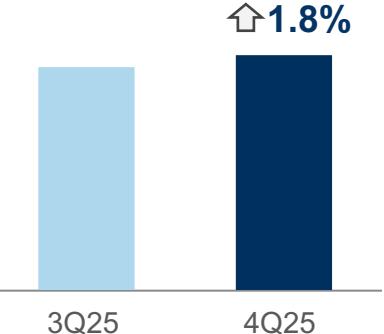
# 4Q25 Highlights



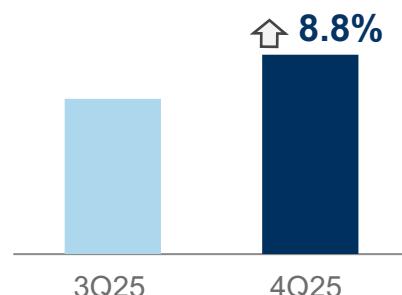
Core Net Income<sup>1,2</sup>  
**\$30.0mm**



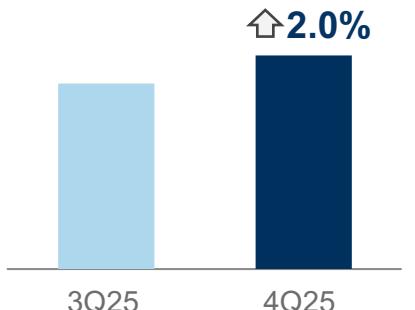
Deposit Growth<sup>3</sup>  
**\$179.3mm**



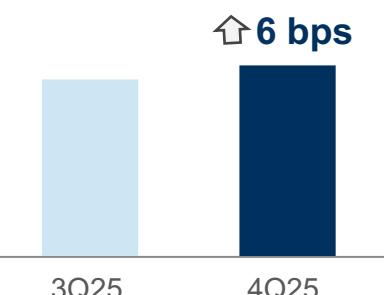
Net Interest Income  
**\$77.9mm**



Core EPS<sup>1,2</sup>  
**\$0.99**



Leverage Ratio  
**9.36%**



Net Interest Margin  
**3.66%**

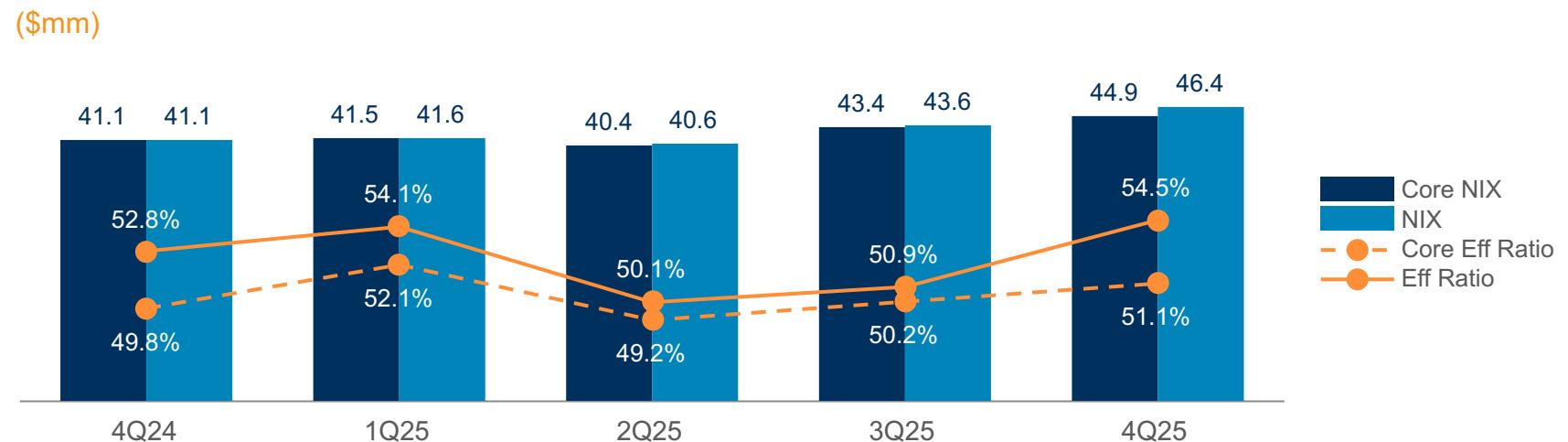


# Non-Interest Income and Expense

## CORE NON-INTEREST INCOME<sup>1,2</sup>

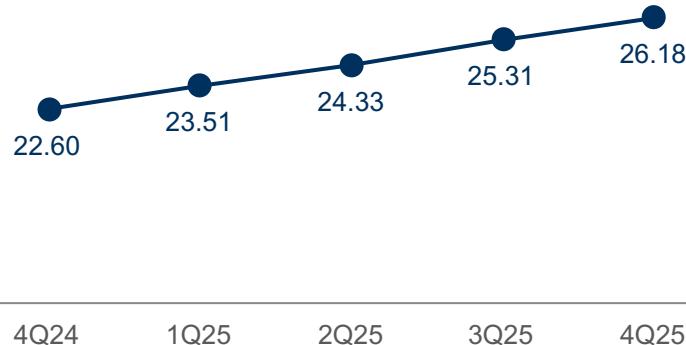


## NON-INTEREST EXPENSE<sup>1</sup>

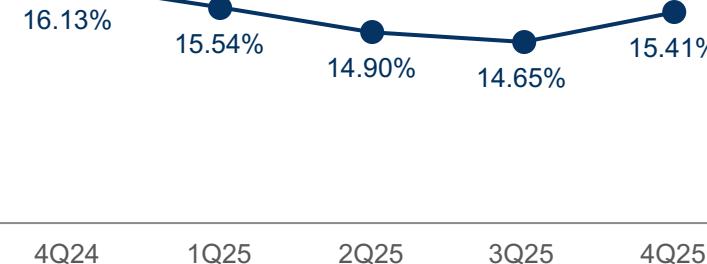


# Performance Tracking

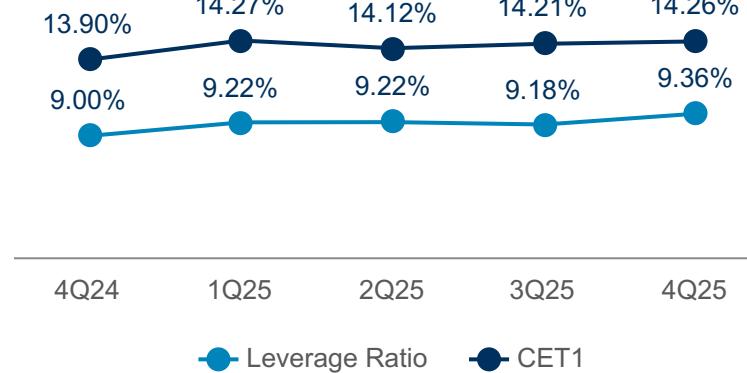
## TBV PER-SHARE (\$)



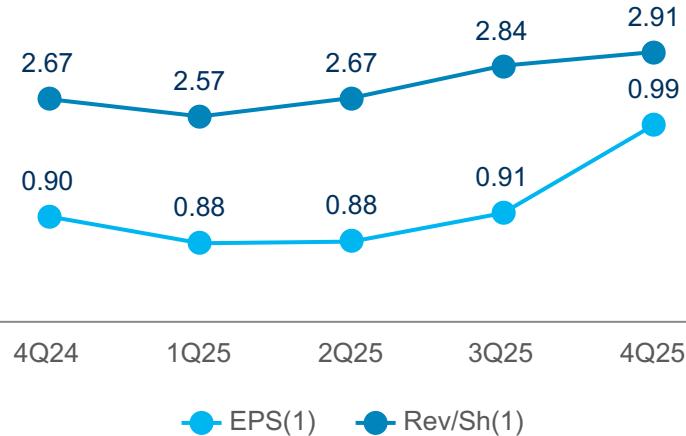
## CORE ROTCE



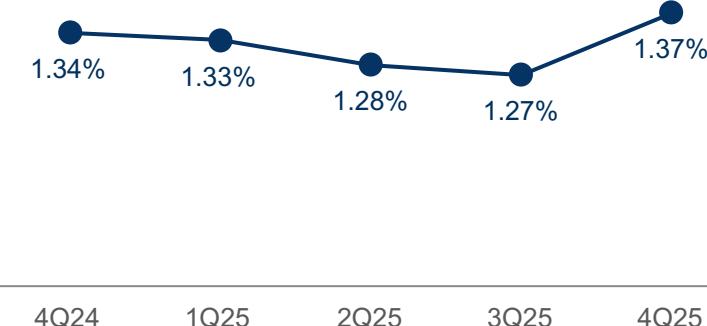
## CAPITAL RATIOS



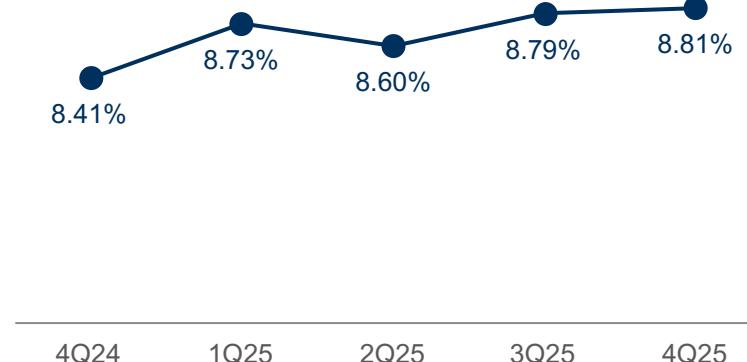
## PER-SHARE KPI'S (\$)



## CORE ROAA



## TCE RATIO

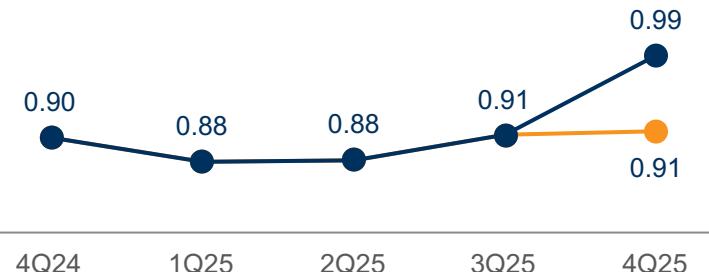


# Impact of Tax Credit

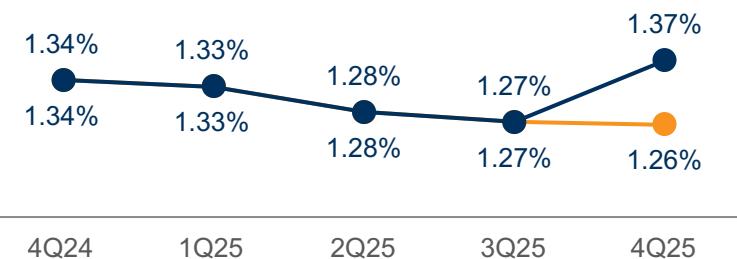
(in millions)	As of and for the Three Months ended:		QoQ Change:
	December 31, 2025	September 30, 2025	
Core net income (non-GAAP) <sup>1</sup>	\$ 30.0	\$ 27.6	\$ 2.4
Less: Benefit from tax credit <sup>2</sup>	(2.5)	—	(2.5)
Core net income excluding recognized tax credit	\$ 27.5	\$ 27.6	\$ (0.1)

- Going forward, within a new tax planning strategy, tax credits will be recognized directly as core income through the tax provision, rather than through non-interest income as in prior periods.
- Potential volatility could be expected as we build and recognize additional tax credit inventory

## EARNINGS PER SHARE (\$)



## CORE ROAA



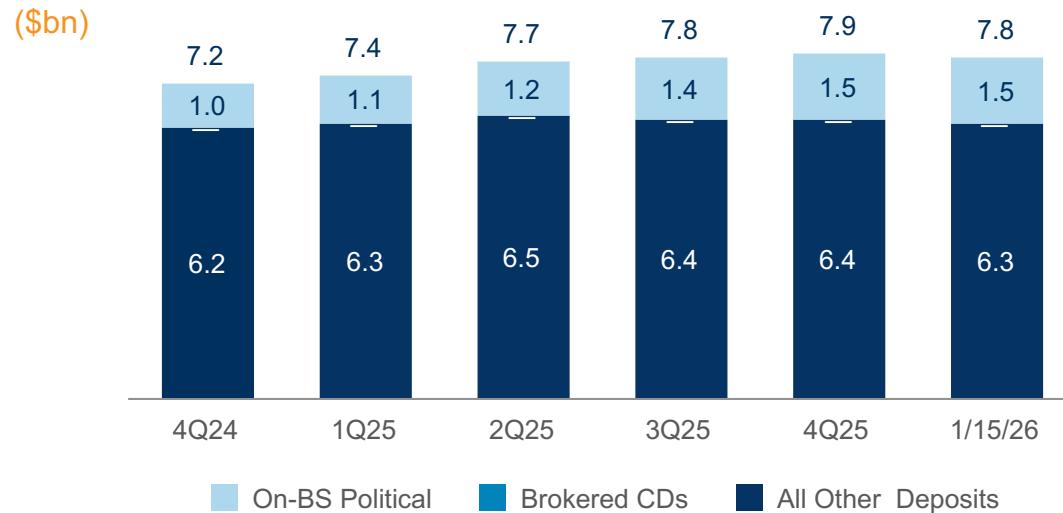
## CORE ROTCE



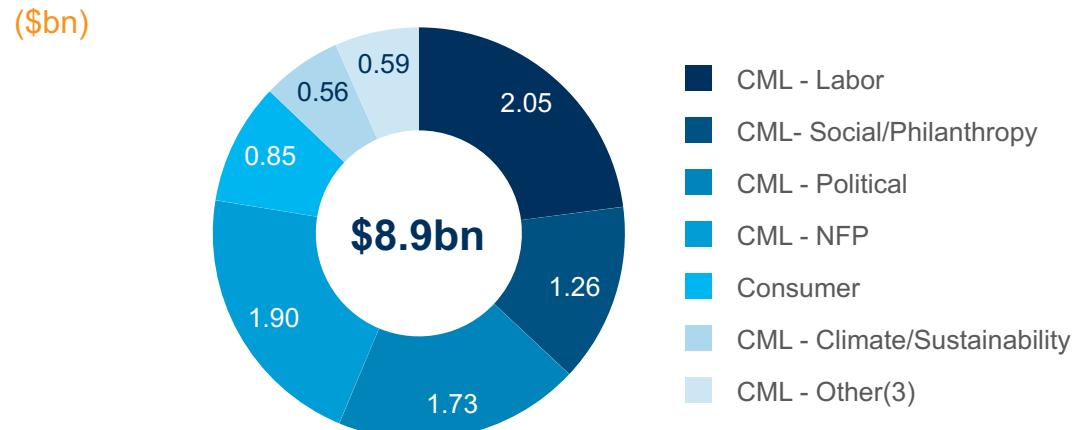
● Excluding Benefit from Recognized Tax Credit  
● Core Metric

# Deposit Portfolio

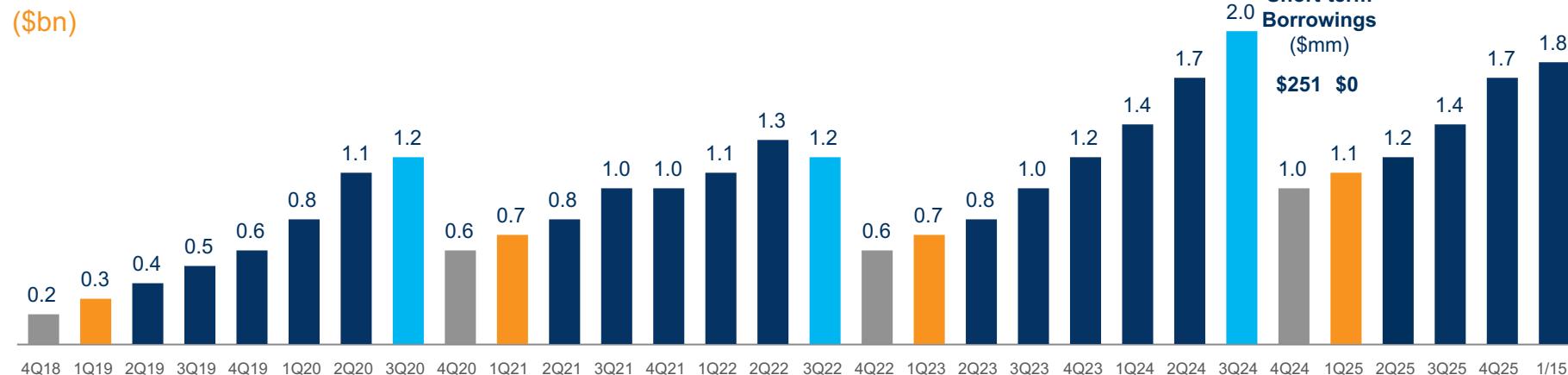
## TOTAL GAAP DEPOSITS<sup>1</sup>



## TOTAL CORE DEPOSITS<sup>2</sup> BY IMPACT SEGMENT



## POLITICAL DEPOSITS<sup>1</sup>



High deposit points reflected in the quarter **preceding** a major election

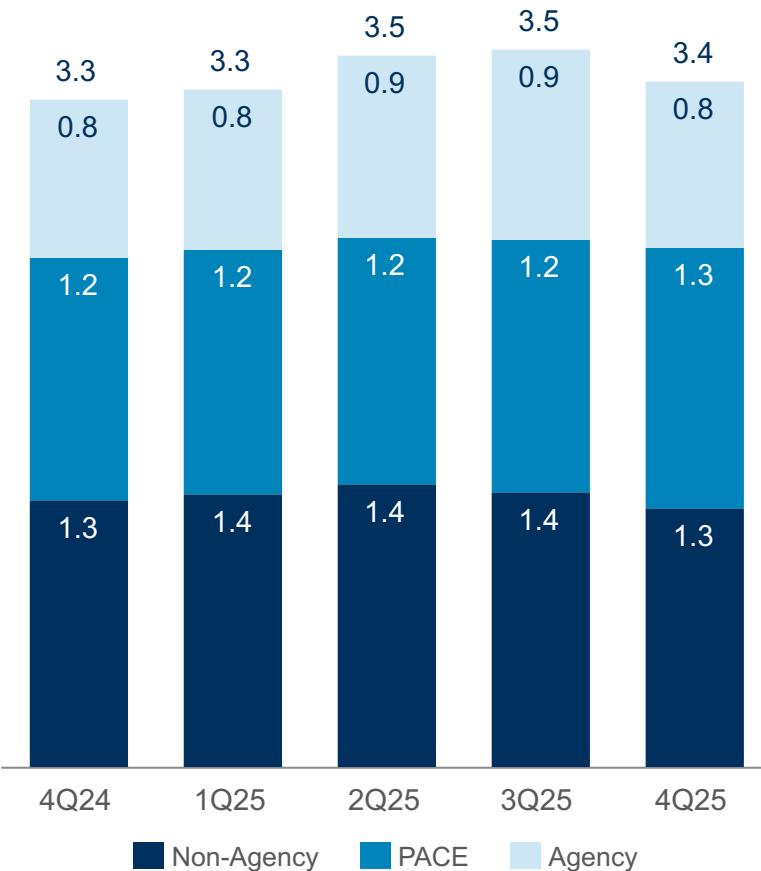
Low deposit points reflected in the quarter **during** a major election

Initial deposit rebuild reflected in the quarter **after** a major election

# Investment Securities

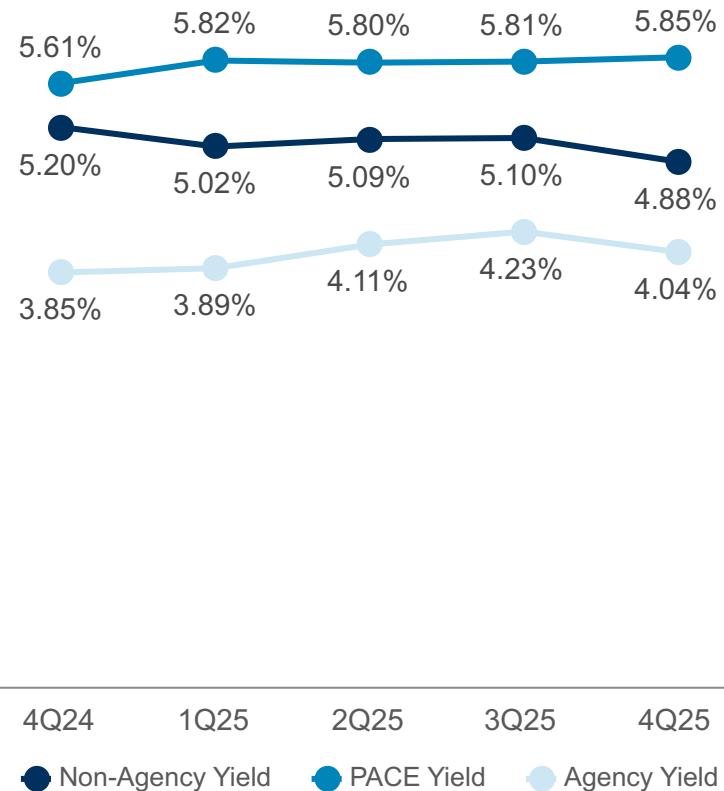
## SECURITIES – BOOK VALUE<sup>1,2,3</sup>

(\$bn)



## SECURITIES – YIELDS<sup>2</sup>

(\$bn)



# Investment Securities Composition

## AFS PORTFOLIO COMPOSITION<sup>1,2,3</sup>

(\$mm)



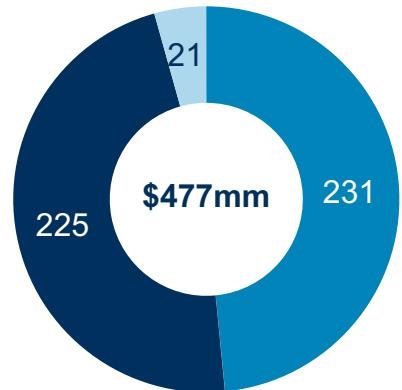
## VALUATION LOSS AS A % OF PORTFOLIO BALANCE<sup>2,3</sup>

AFS:



## HTM PORTFOLIO COMPOSITION<sup>1,2,3</sup>

(\$mm)



HTM:



■ Agency   ■ Non-Agency   ■ Corporates & Other

**amalgamated**  
FINANCIAL CORP.

1 Both AFS and HTM securities balances shown at amortized cost

2 PACE assets not included in portfolio composition or valuation loss charts

3 For additional relevant data points, please refer to the Metrics Index slides on Appendix pages 17-18

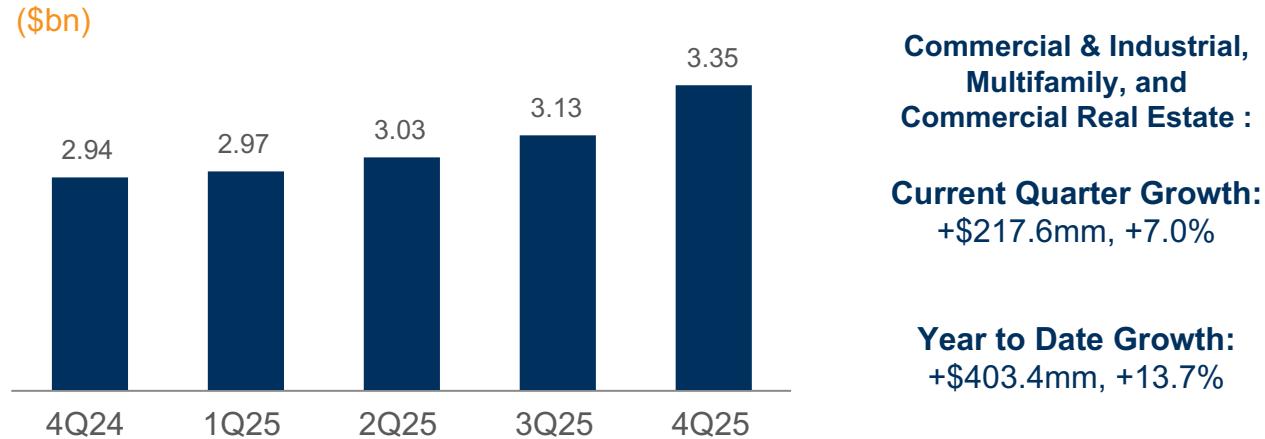


# Loans Held for Investment

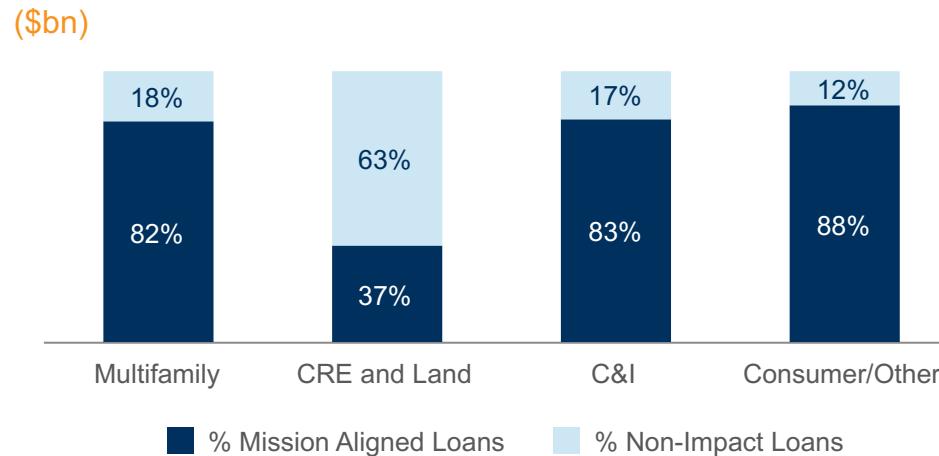
## TOTAL LOANS



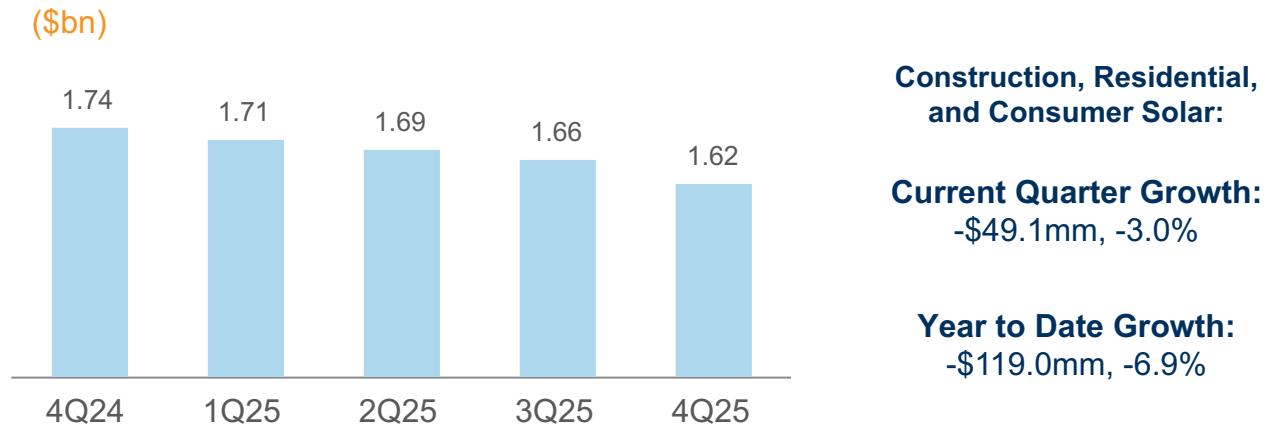
## LOAN BALANCE TREND - GROWTH PORTFOLIOS



## MISSION-ALIGNED LOAN COMPOSITION<sup>1,2,3</sup>

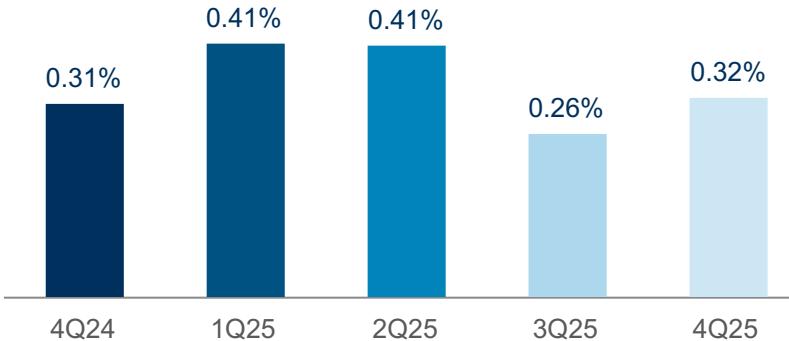


## LOAN BALANCE TREND - NON-GROWTH PORTFOLIOS

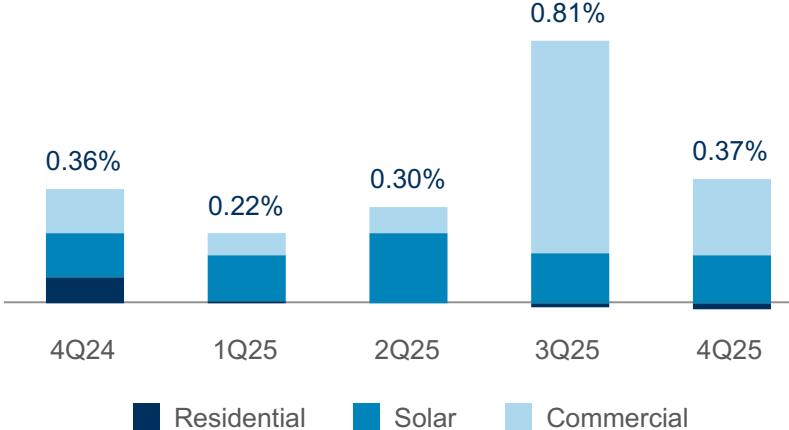


# Credit Quality

## NPA / TOTAL ASSETS



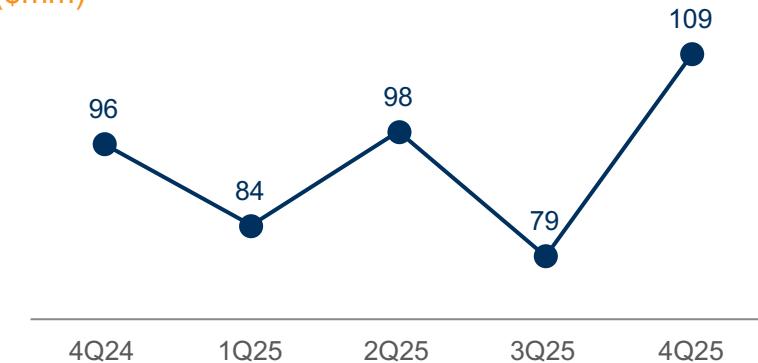
## QUARTERLY NCO / AVERAGE LOANS<sup>1</sup>



## 4Q25 HIGHLIGHTS<sup>2</sup>

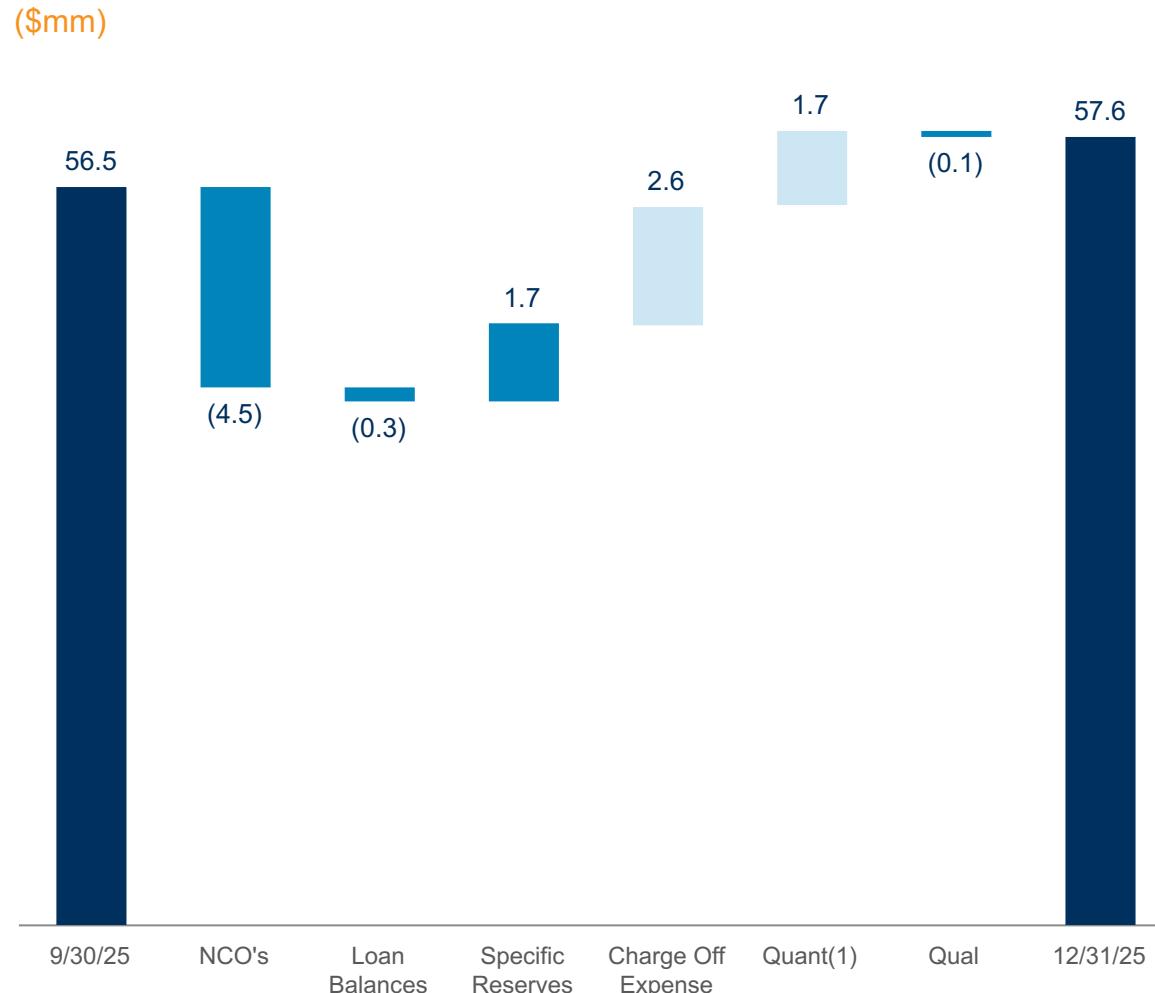
- Net charge-offs of 0.37% include:
  - \$2.5 million charge off on one nonaccrual multifamily loan
  - \$1.9 million in charge offs on consumer solar loans
  - \$0.4 million in charge offs on small business commercial & industrial loans
- Pass rated loans are 98% of loan portfolio

## CRITICIZED AND CLASSIFIED LOANS (\$mm)

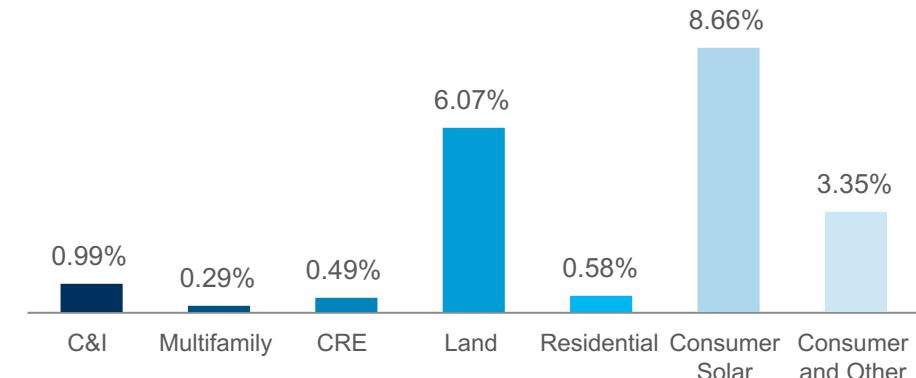


# Allowance for Credit Losses on Loans

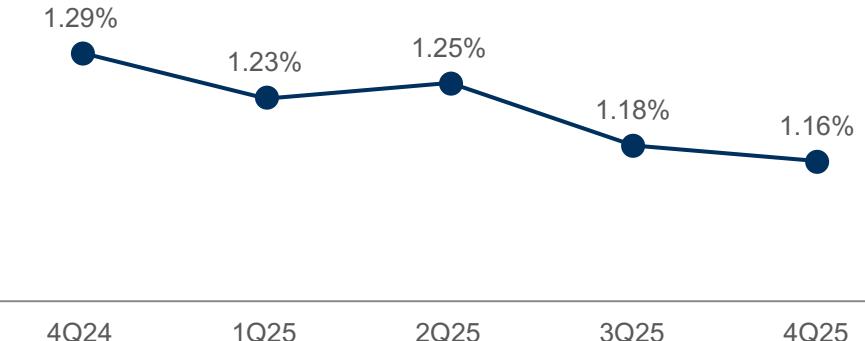
## ALLOWANCE WATERFALL



## ACL COVERAGE RATIO BY LOAN TYPE



## ALLOWANCE FOR CREDIT LOSSES ON LOANS / TOTAL LOANS



# 2025 Guidance Scorecard

## 2025 Actual vs Guidance Outlook

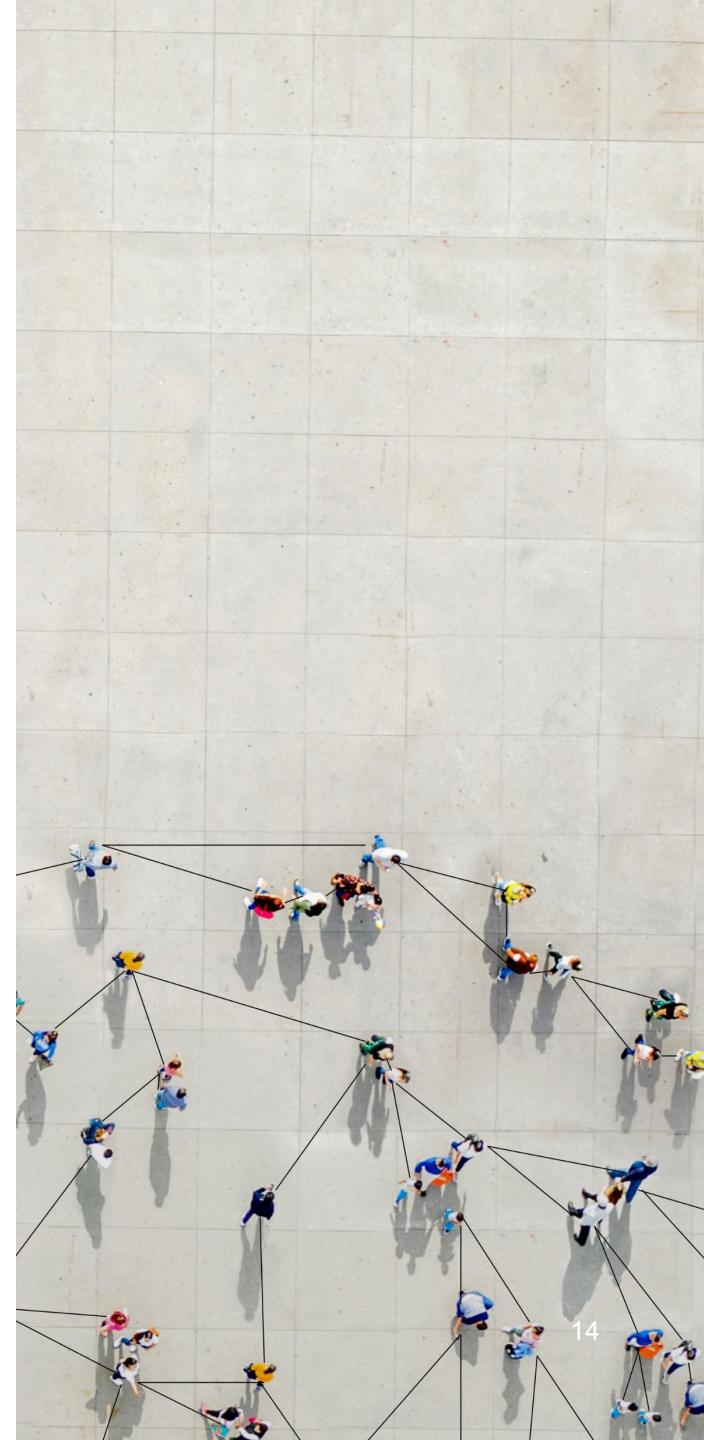
(in \$ millions)	4Q25 Actual	4Q25 Outlook	FY25 Actual	FY25 Implied	Actual YoY Growth	Implied YoY Growth
Net Interest Income	\$78	\$75 - 76	\$298	\$295 - 296	\$15 (5%)	\$13 - 14 (~5%)
Core Pre-Tax Pre-Provision Earnings	\$43	\$41 - 42	\$166	\$164 - 165	\$8 (5%)	\$6 - 7 (~4%)

### PERFORMANCE TARGETS

- YE Balance Sheet growth ~ 3%
- 9.0% Tier 1 leverage baseline
- 52% core efficiency outer band
- 1.3% annual core ROAA
- 3.5% - 5.0% core revenue growth

### END OF YEAR STATUS

- 7.4% Ending, 3.0% Average
- 9.36%
- 50.65%
- 1.31%
- 5.9%



# 2026 Guidance

## 2026 Outlook

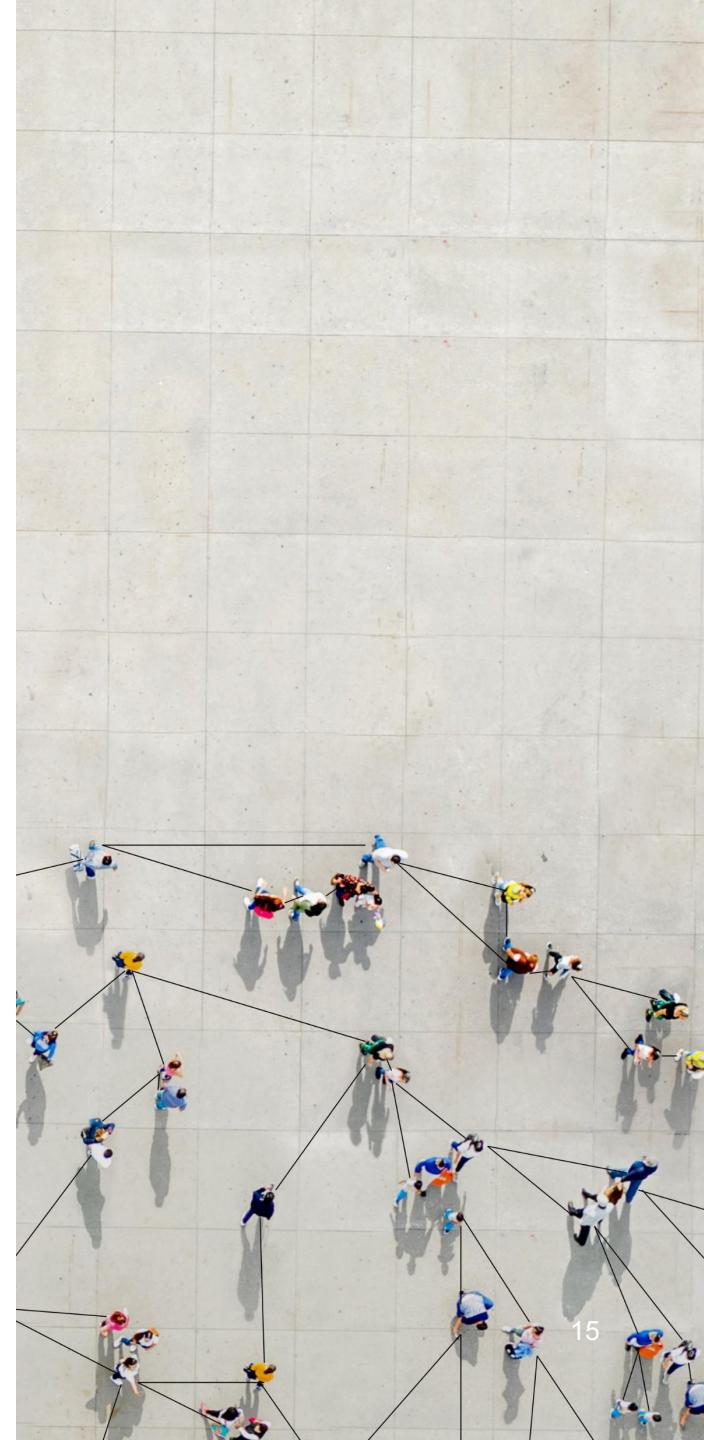
(in \$ millions)	1Q26 Outlook	FY26 Outlook	Implied YoY Growth
Net Interest Income	\$79 - 81	\$327 - 331	\$29 - 33 (10 - 11%)
Core Pre-Tax Pre-Provision Earnings	\$44 - 45	\$180 - 183	\$14 - 17 (9 - 10%)

### PERFORMANCE TARGETS

- ~ 1.35% annual core ROAA
- ~ 15% annual core ROTCE
- ~ 4% core non-interest income growth
- ~ 3-4% positive operating leverage
- ~ 18% technology spend growth

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- 52% core efficiency outer band
- YE Balance Sheet growth ~ 5%



# Appendix



# Metrics Index

## DEPOSITS

Metric	4Q25	3Q25	Change QoQ
Total Deposits ex Brokered (\$bn)	7.95	7.77	0.18
Political Deposits (\$mm)	1,731	1,444	287
Political Deposits as a % of Total Deposits <sup>1</sup>	21.0%	18.6%	2.4%
Total Cost of Deposits <sup>1</sup>	151 bps	167 bps	-16 bps
Interest-Bearing Deposit Cost <sup>1</sup>	250 bps	264 bps	-14 bps
Non-Interest Bearing % of Deposit Portfolio <sup>1</sup>	40.7%	37.5%	3.2%
Non-Interest Bearing % of Avg Deposits <sup>1</sup>	39.7%	36.8%	2.9%
Total Uninsured Deposits (\$bn)	4.61	4.07	0.54
Uninsured % of Total Deposits <sup>1</sup>	58.0%	52.4%	5.6%
2 day Liquidity Coverage of Uninsured Deposits (%)	102.9%	101.9%	1.0%
Cash and Borrowing Capacity Coverage of Uninsured, Non-Supercore Deposits (%)	168.0%	166.1%	1.9%
Loan/Deposit Ratio	62.4%	61.6%	0.8%
Loan+PACE/Deposit Ratio	78.4%	77.6%	1.0%

## LOANS & CREDIT QUALITY

Metric	4Q25	3Q25	Change QoQ
Total Mission-Aligned Loans (\$bn)	2.93	2.80	0.13
Pass-Rated Loans as a % of Loan Portfolio	97.8%	98.3%	(0.5)%
Total Non-Performing Assets (\$mm)	28.7	23.0	5.7
NPA/Total Assets (%)	0.32%	0.26%	0.06%
% of Loan Portfolio with Floating Rate of Interest	15.4%	15.0%	0.4%

## TRUST

Metric	4Q25	3Q25	Change QoQ
Trust Assets Under Custody (\$bn)	38.6	37.9	0.7
Trust Assets Under Management (\$bn)	16.6	16.6	0.0

# Metrics Index

## SECURITIES

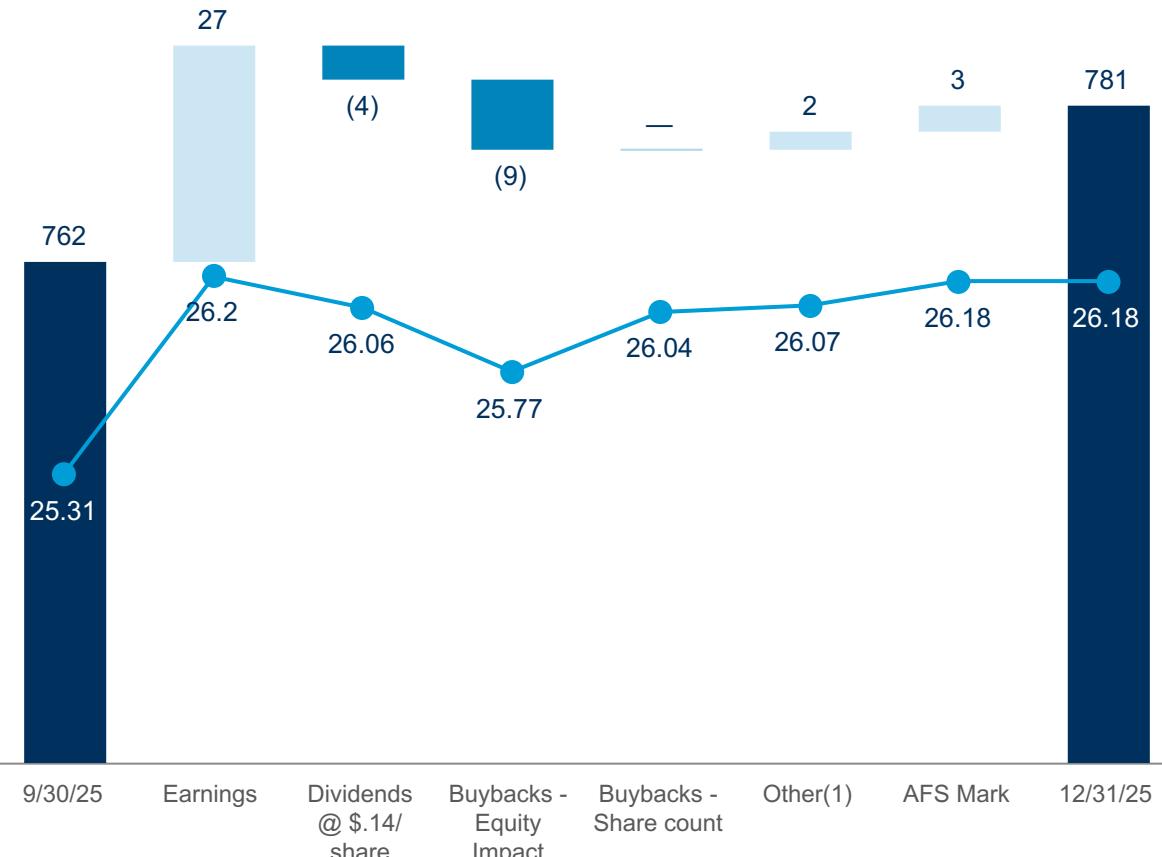
Metric	4Q25	3Q25	Change QoQ
Total Investment Securities Book Value <sup>1</sup> (\$bn)	3.4	3.5	(0.1)
AFS Yield, excl. PACE	4.94%	4.94%	—%
HTM Yield, excl. PACE	3.97%	3.97%	—%
Agency Securities as % of Total Portfolio <sup>2</sup>	24.1%	26.6%	(2.5)%
PACE LTV	12.8%	12.2%	0.6%
% of AAA rated Non-Agency MBS/ABS Securities <sup>3</sup>	86.2%	85.3%	0.9%
% of Non-Agency MBS/ABS Securities Rated A or Higher <sup>3</sup>	100.0%	100.0%	—%
Average Subordination for C&I CLOs	43.6%	42.3%	1.3%
% of Portfolio with Floating Rate of Interest <sup>4</sup>	5.0%	14.0%	(9.0)%
% of Portfolio with Floating Rate of Interest, excl. PACE <sup>4</sup>	8.0%	22.0%	(14.0)%
% of AFS Portfolio with Floating Rate of Interest <sup>4</sup>	5.0%	21.0%	(16.0)%
% of AFS Portfolio with Floating Rate of Interest, excl. PACE <sup>4</sup>	6.0%	23.0%	(17.0)%
% of HTM Portfolio with Floating Rate of Interest <sup>4</sup>	5.0%	5.0%	—%
% of HTM Portfolio with Floating Rate of Interest, excl. PACE <sup>4</sup>	18.0%	17.0%	1.0%

Metric	4Q25	3Q25	Change QoQ
Weighted Avg Duration <sup>5</sup> , (years)			
Total Securities Portfolio, excl. PACE	2.9	2.5	0.4
AFS - total	2.6	2.2	0.4
AFS - ex-PACE	2.5	1.9	0.6
AFS - PACE	3.9	3.9	0.0
HTM - total	5.3	5.3	0.0
HTM - ex-PACE	4.4	4.5	(0.1)
HTM - PACE	5.4	5.4	0.0
Valuation Loss (\$mm)			
AFS - total	32.5	36.7	(4.2)
AFS - ex-PACE	36.0	40.1	(4.1)
AFS - PACE	(3.5)	(3.4)	(0.1)
HTM - total	114.8	119.8	(5.0)
HTM - ex-PACE	27.6	31.3	(3.7)
HTM - PACE	87.2	88.5	(1.3)
Valuation Loss as % of portfolio balance			
AFS - total	1.8 %	1.8 %	— %
AFS - ex-PACE	2.2 %	2.2 %	— %
AFS - PACE	(1.7)%	(1.7)%	— %
HTM - total	7.4 %	7.9 %	(0.5)%
HTM - ex-PACE	5.8 %	6.5 %	(0.7)%
HTM - PACE	8.1 %	8.5 %	(0.4)%

# Tangible Book Value

## TANGIBLE COMMON EQUITY & TANGIBLE BOOK VALUE

(\$mm)



## 4Q25 SUMMARY

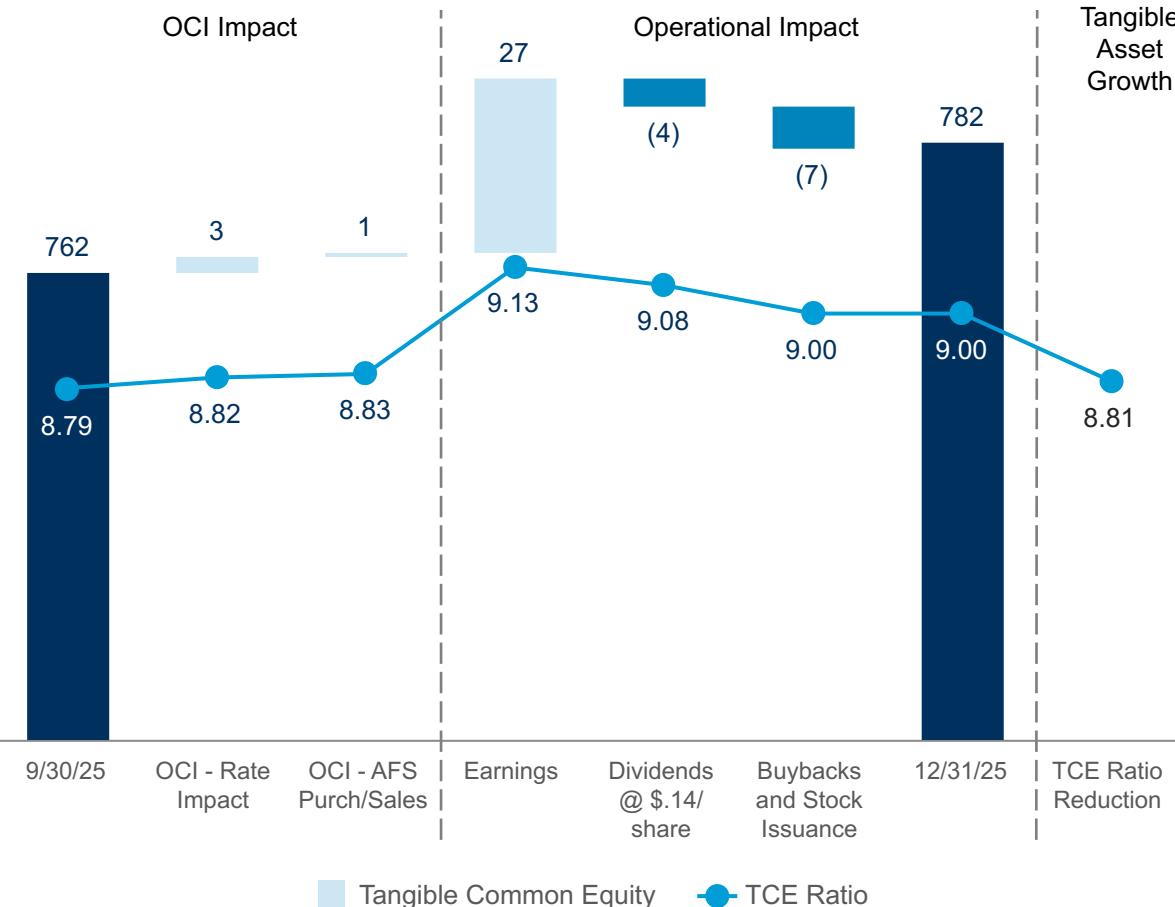
- TBV increase of 3.4% primarily driven by
  - \$26.6 million in net income
  - \$3.2 million improvement in the tax-effected mark-to-market adjustment
- Offset by \$8.7 million equity impact of share repurchase activity, as well as \$4.3 million equity impact of dividend issuance.
- 2 basis point net constrictive effect to TBV from share repurchase activity in the quarter
- Dividend Payout Ratio was 16.0%

1 Other includes the effect of stock issuance

# Tangible Common Equity Ratio

## TANGIBLE COMMON EQUITY & TCE RATIO

(\$mm)



## 4Q25 SUMMARY

- Tangible Common Equity Ratio was 8.81%, up 3bps, or 0.3% from 8.79% in the prior quarter
- TCE Ratio increase primarily driven by:
  - \$26.6 million in net income
- Offset by \$187.0mm tangible asset growth
  - Includes \$142 million of core deposit inflows on the last day of the quarter
- Cumulative OCI<sup>1</sup> impact on TCE Ratio in the quarter: +4bps
- Cumulative operations impact on TCE Ratio in the quarter: +17bps
- Asset Growth impact on TCE Ratio in the quarter: -19bps

# Solar Tax-Equity Investments

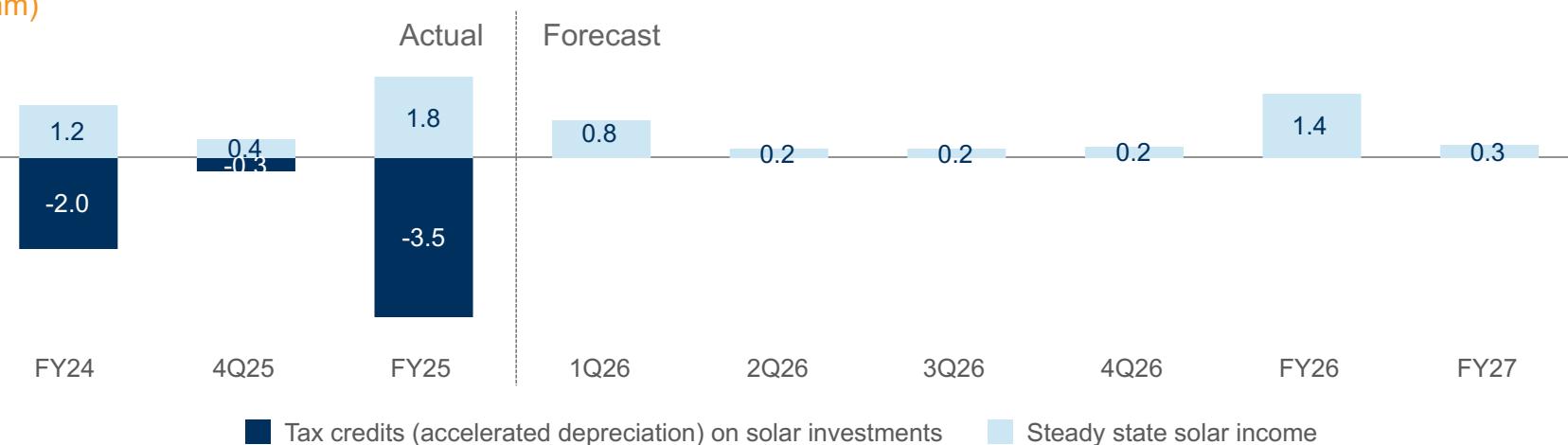
## OVERVIEW OF SOLAR TAX EQUITY INVESTMENTS

- \$0.3 million of non-core accelerated depreciation was recognized in the fourth quarter of 2025 due to early redemption of an investment
- Further investment in this asset class has been discontinued

Beginning 2026, remaining solar tax equity amounts will be recognized as core

### ACTUAL AND PROJECTED SOLAR INCOME<sup>1,2,3</sup>

(\$mm)



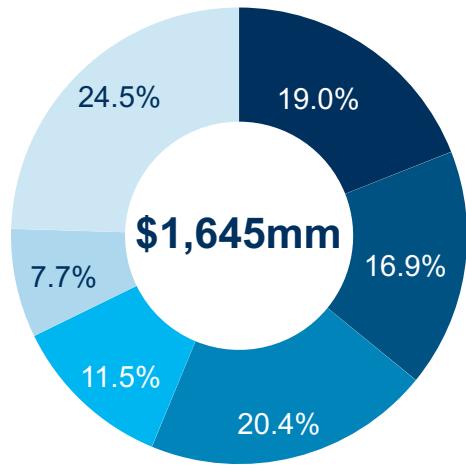
<sup>1</sup> Actual results and projected solar income forecasts were revised in 4Q25

<sup>2</sup> Balances presented are not tax effected

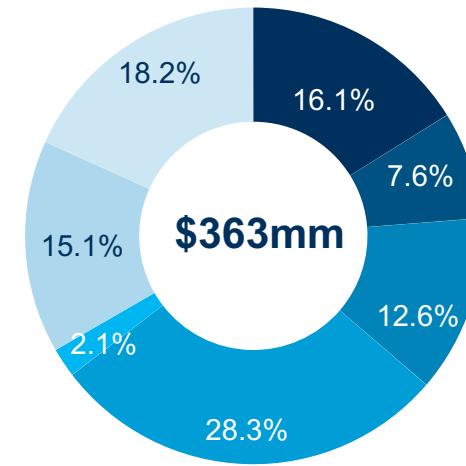
<sup>3</sup> Refer to Reconciliation of Non-GAAP Financial Measures on slides 30-31 for further details on impact to key ratios

# Real Estate Portfolio Composition

## MULTIFAMILY COMPOSITION BY RENT STABILIZATION<sup>1</sup>



## CRE COMPOSITION BY PROPERTY TYPE<sup>1</sup>



## MULTIFAMILY DELINQUENCY SNAPSHOT

(\$mm)	\$	Total Change Since Q1 '22	% of Total Portfolio
Non-Performing	10.3	+6.8	0.6%
Criticized/Classified	45.1	-23.2	2.7%
30-89 DPD	5.7	-6.1	0.3%
		Total TTM	% of Total Portfolio
Net Charge-Offs		2.5	0.2%

## CRE DELINQUENCY SNAPSHOT

(\$mm)	\$	Total Change Since Q1 '22	% of Total Portfolio
Non-Performing	—	-4.0	—%
Criticized/Classified	—	-62.9	—%
30-89 DPD	12.3	-48.7	3.4%
		Total TTM	% of Total Portfolio
Net Charge-Offs	—	—	—%

<sup>1</sup> Balances shown do not include deferred fees and costs

<sup>2</sup> Rent-Stabilized loans defined as any real estate loan that has units subject to rent-stabilization rules

<sup>3</sup> Weighted Avg. DSCR values shown are calculated using bank-underwritten DSCR's only

# Selected Real Estate Risk Exposure Profile

## MULTIFAMILY GEOGRAPHIC DISTRIBUTION<sup>1</sup>

(\$mm)



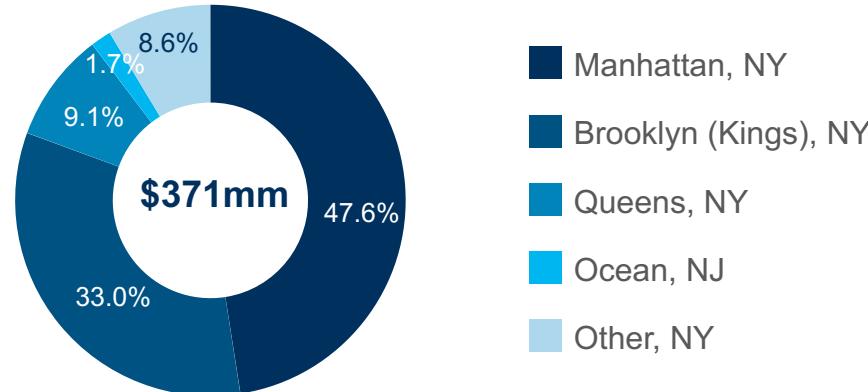
## CRE GEOGRAPHIC DISTRIBUTION<sup>1</sup>

(\$mm)



## PRE-1974 RS<sup>2</sup> AND OFFICE-ONLY LOAN DISTRIBUTION BY COUNTY<sup>1</sup>

(\$mm)



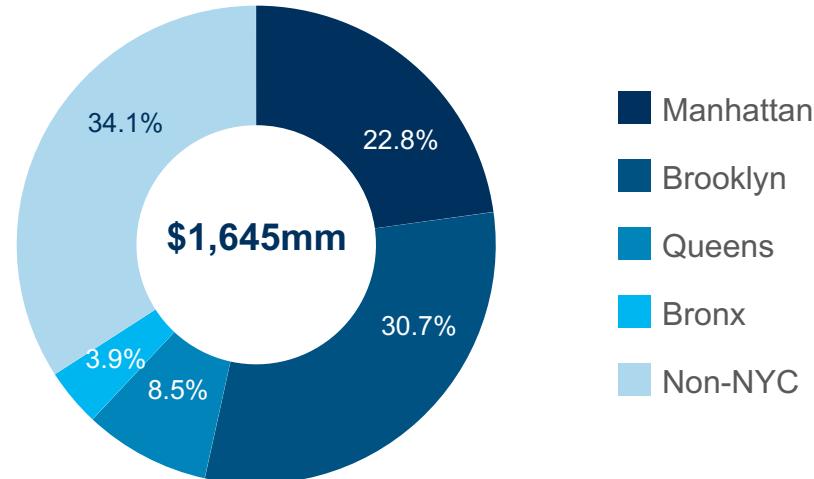
## RISK EXPOSURE PROFILE

Portfolio	Balance (\$mm)	LTV	DSCR <sup>3</sup>
Office-Only CRE Loans	58.6	42.4%	1.72
Pre-1974 RS <sup>2</sup> Multifamily Loans	312.7	58.0%	1.55
<b>Total</b>	<b>371.3</b>	<b>55.5%</b>	<b>1.58</b>
Percent of Total Real Estate Portfolio	18%		
Percent of Total Loans	7%		
Percent of Total Assets	4%		
Percent of Tier 1 Capital	46%		
Percent of stabilized units in Pre-1974 RS Loans <sup>2</sup>	78%		
Percent of total multifamily units subject to Pre-1974 rent-stabilization rules	14%		

# Multifamily NYC Risk Exposure Profile

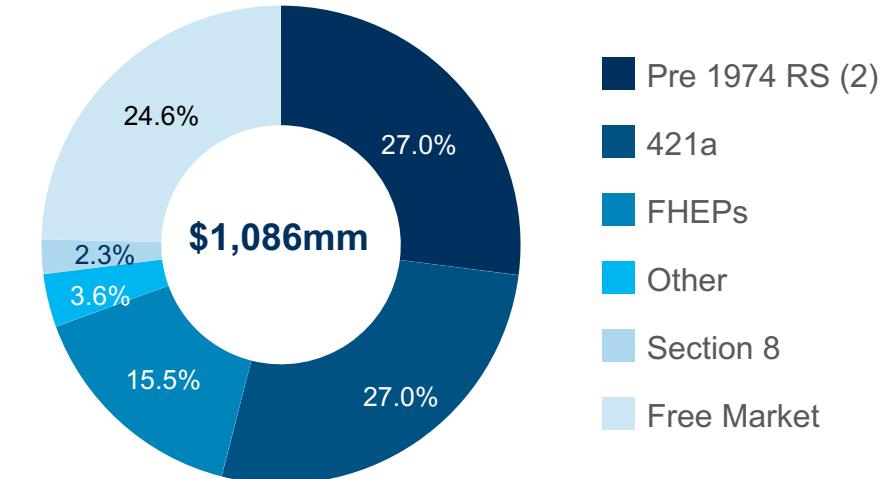
## MULTIFAMILY NEW YORK CITY LOAN DISTRIBUTION<sup>1</sup>

(\$mm)



## MULTIFAMILY NEW YORK CITY-ONLY LOANS BY SEGMENT<sup>1</sup>

(\$mm)



## RISK EXPOSURE PROFILE

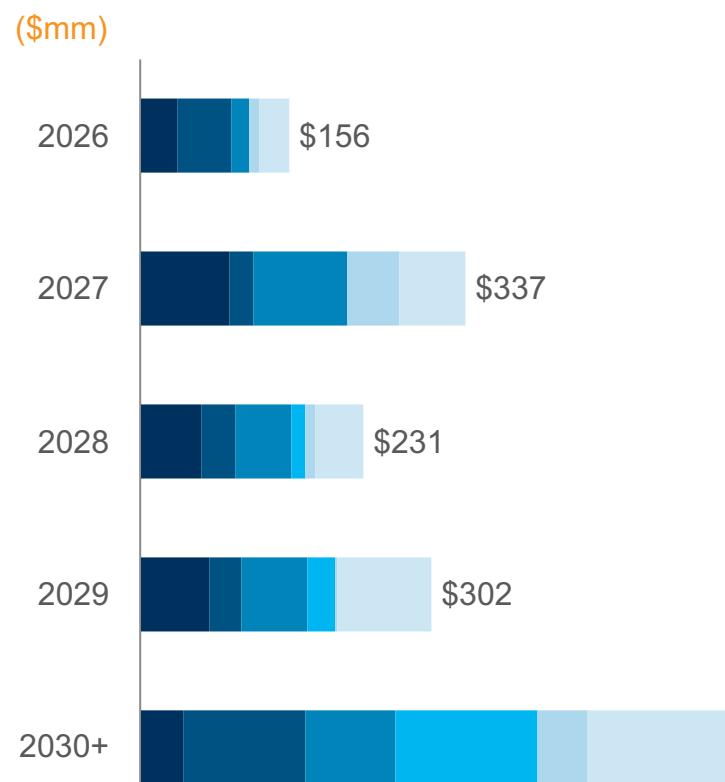
Portfolio	Balance (\$mm)	LTV	DSCR <sup>3</sup>
Multifamily Loans in NYC	1,085.8	55.3%	1.51
Non-NYC Multifamily Loans	558.8	56.4%	1.38
<b>Total Multifamily Portfolio</b>	<b>1,644.6</b>	<b>55.7%</b>	<b>1.47</b>

## RISK EXPOSURE PROFILE - NYC ONLY

Portfolio	Balance (\$mm)	LTV	DSCR <sup>3</sup>
Rent-Stabilized <sup>2</sup> NYC MF Loans	818.4	58.0%	1.50
Non-Rent Stabilized NYC MF Loans	267.4	46.8%	1.56
<b>Total Multifamily NYC Loans</b>	<b>1,085.8</b>	<b>55.3%</b>	<b>1.51</b>

# Real Estate Portfolio By Maturity

## MULTIFAMILY PORTFOLIO MATURITY TIMELINE<sup>1</sup>

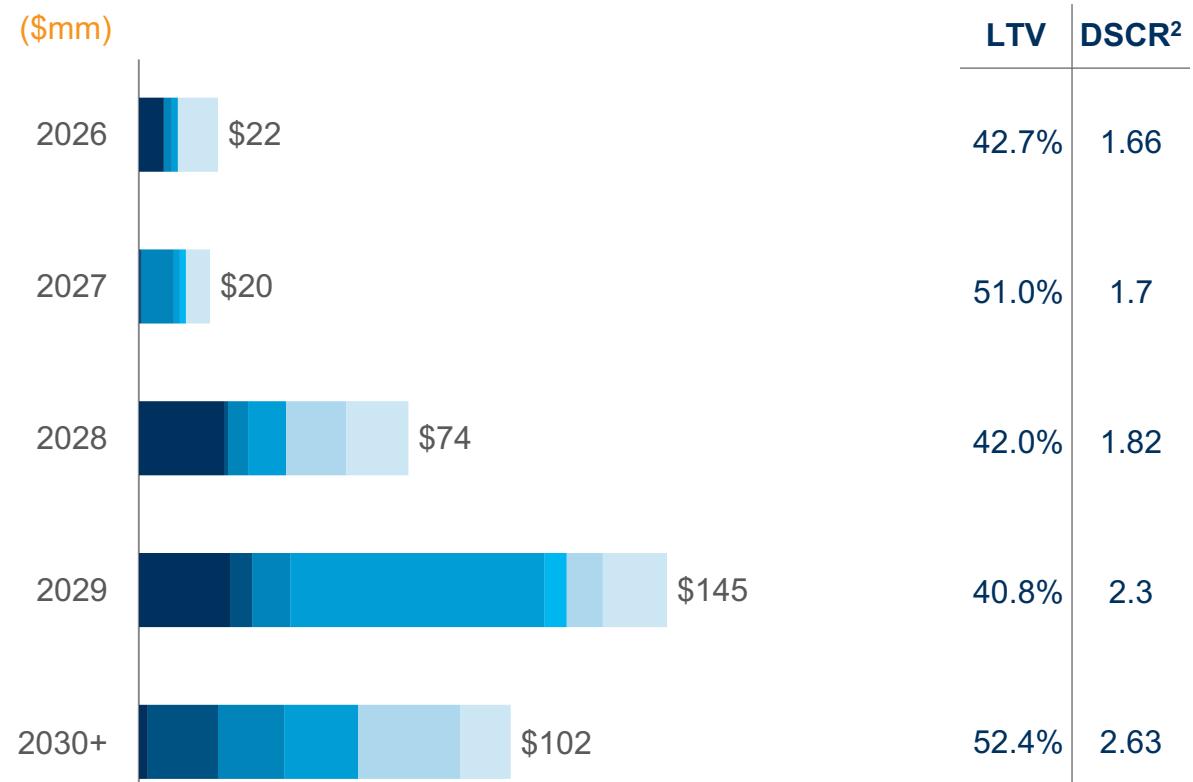


Pre 1974 RS  
421a  
Other-Stabilized

Section 8  
FHEPs  
Free Market

Total: 55.7% 1.47

## CRE PORTFOLIO MATURITY TIMELINE<sup>1</sup>



Office  
Retail  
Mixed Use  
Other

Office - Owner Occupied  
Industrial  
Education

Total: 45.0% 2.22

# Reconciliation of Core Deposits

Total Core Deposits <sup>1</sup> , \$mm	12/31/2025
Total Deposits (GAAP)	7,949.2
Less: Brokered CDs	—
<b>Total Deposits, excl. Brokered CDs</b>	<b>7,949.2</b>
Add: Deposits held off-balance sheet	1,054.2
Less: Non-Broker Listing Service CDs	(0.7)
Less: Other non-core, intercompany, and transactional accounts	(57.3)
<b>Core Deposits</b>	<b>8,945.4</b>

Core Political Deposits <sup>1</sup> , \$mm	12/31/2025
Political Deposits (GAAP)	1,548.4
Add: Political Deposits held off-balance sheet	182.3
<b>Core Political Deposits</b>	<b>1,730.7</b>

# Super-Core Deposits

## SUPER-CORE DEPOSITS<sup>2</sup> BY IMPACT SEGMENT

(\$bn)

Impact Sector	Total Balance (\$M)	% of Total Core Deposits	Weighted Avg. Account Duration (Years)
CML - Labor	1.7	19%	25
Cons - Labor	0.6	7%	24
CML - Social/Philanthropy	0.8	9%	11
CML - Political	0.7	8%	9
CML - Climate/Sustainability	0.3	3%	8
CML - NFP	0.3	3%	8
CML - Other <sup>(1)</sup>	0.2	2%	13
<b>Total</b>	<b>4.5</b>	<b>50%</b>	<b>17</b>
<b>Other Core Deposits</b>	<b>4.4</b>	<b>50%</b>	<b>2</b>
<b>Total Core Deposits<sup>(3)</sup></b>	<b>8.9</b>		<b>10</b>

## 4Q25 HIGHLIGHTS

- Super-core deposits<sup>2</sup> make up \$4.5 billion, or 50% of total core deposits
  - Super-core deposits are minimum 5-years old & concentrated with mission-aligned customers
  - Highly sticky
- Weighted average account duration of our super-core deposits is 17 years, compared to 2 years for our other core deposits
- Cash and borrowing potential totals \$4.3 billion, or 96% of non-supercore deposits, with a total borrowings utilization rate of 0.01%, excluding subordinated debt
- Total available liquidity, including cash, unpledged non-PACE securities and borrowing potential totals \$4.7 billion or 107% of non-super-core deposits

1 CML - Other contains but is not limited to: nursing homes, commercial real estate, and non-impact accounts

2 Super-core deposits are defined as all deposit accounts with a relationship length of at least 5 years, excluding brokered certificates of deposit

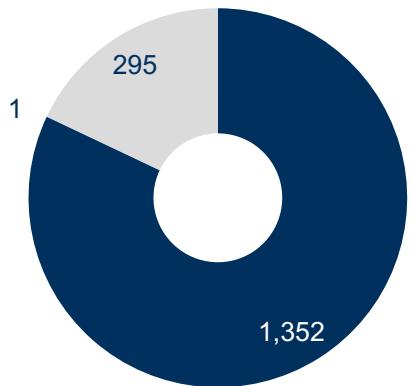
3 Core deposits are defined as total deposits including deposits held off-balance sheet, but excluding all brokered deposits, deposits from deposit listing services, temporary transaction deposits, certain escrow deposits, intercompany deposits, transactional political deposits and transitional deposits scheduled for our Trust business.. We believe the most directly comparable GAAP financial measure is total deposits. See Core Deposits disclosure on Appendix page 26



# Mission-Aligned Loan Portfolio

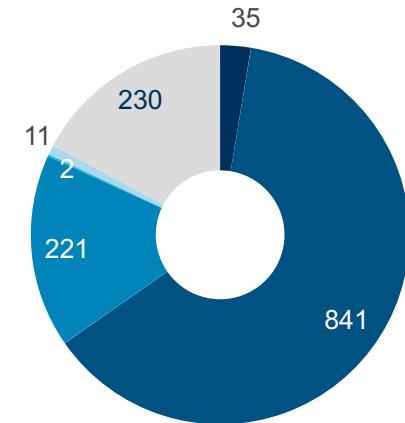
## MULTIFAMILY LOANS BY IMPACT SEGMENT<sup>1,2</sup>

(\$mm)



## C&I LOANS BY IMPACT SEGMENT<sup>1,2</sup>

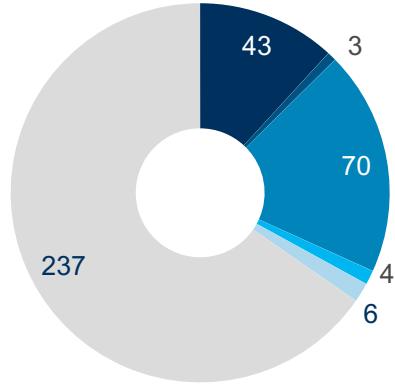
(\$mm)



C&I Climate Protection Detail
Solar: \$668mm
Alternative Energy: \$114mm
Other: \$59mm

## CRE AND LAND LOANS BY IMPACT SEGMENT<sup>1,2</sup>

(\$mm)

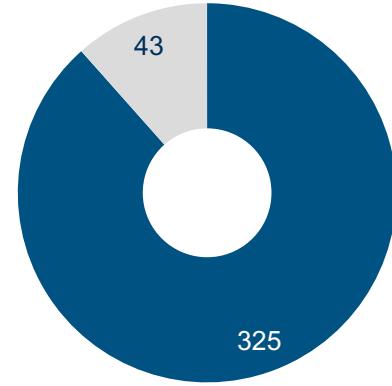


■ Housing  
■ Sustainable Commerce

■ Climate Protection  
■ Health and Wellness

## CONSUMER AND OTHER LOANS BY IMPACT SEGMENT<sup>1,2,3</sup>

(\$mm)



■ Community Empowerment  
■ Non-Impact

1 For more detail on specific loan types included in each impact segment, see Appendix page 29

2 Balances shown do not include deferred fees and costs

3 Does not include residential or HELOC loans

# Impact Segment Definitions

## LOAN TYPES INCLUDED WITHIN EACH IMPACT SEGMENT

### Housing

- Low/Middle Income Housing
- Workforce Housing

### Climate Protection

- Renewable Energy
- Energy Efficiency
- Energy Storage

### Community Empowerment

- Not-for-Profits
- CDFI's
- Labor Unions
- Political Organizations

### Sustainable Commerce

- Manufacturers
- Distributors
- Service Companies with Sustainable Practices

### Health & Wellness

- Medical Facilities
- Rehabilitation Centers
- Senior Care
- Memory Care

### Non-Impact

- Other loans that are not mission-aligned, including legacy C&I agreements, legacy CRE loans, and certain government guaranteed facilities

# Reconciliation of Non-GAAP Financials

	As of and for the Three Months Ended				As of and for the Year Ended			
	December 31, 2025		September 30, 2025		December 31, 2024		December 31, 2025	
<b>Core operating revenue</b>								
Net Interest Income (GAAP)	\$ 77,851	\$ 76,447	\$ 73,095	\$ 297,783	\$ 282,430			
Non-interest income (GAAP)	7,348	9,161	4,789	30,940	33,215			
Add: Securities loss	485	1,226	1,003	3,431	9,698			
Less: ICS one-way sell fee income	(1,886)	(420)	(1,347)	(2,417)	(17,194)			
Add: Loss and changes in fair value of loans held-for-sale	3,821	—	4,117	2,984	8,383			
Less: Subdebt repurchase gain	—	—	—	—	(1,076)			
<i>Add: Tax (credits) depreciation on solar investments</i>	<i>287</i>	<i>—</i>	<i>920</i>	<i>3,466</i>	<i>2,016</i>			
<i>Core operating revenue (non-GAAP)</i>	<i>\$ 87,906</i>	<i>\$ 86,414</i>	<i>\$ 82,577</i>	<i>\$ 336,187</i>	<i>\$ 317,472</i>			
<b>Core non-interest expense</b>								
Non-interest expense (GAAP)	\$ 46,396	\$ 43,617	\$ 41,143	\$ 172,247	\$ 159,772			
Add: Gain on settlement of lease termination	—	—	—	—	499			
Less: Severance costs	(1,447)	(260)	(1)	(1,974)	(472)			
<i>Core non-interest expense (non-GAAP)</i>	<i>\$ 44,949</i>	<i>\$ 43,357</i>	<i>\$ 41,142</i>	<i>\$ 170,273</i>	<i>\$ 159,799</i>			
<b>Core net income</b>								
Net Income (GAAP)	\$ 26,639	\$ 26,790	\$ 24,491	\$ 104,445	\$ 106,433			
Add: Securities loss	485	1,226	1,003	3,431	9,698			
Less: ICS one-way sell fee income	(1,886)	(420)	(1,347)	(2,417)	(17,194)			
Add: Loss and changes in fair value of loans held-for-sale	3,821	—	4,117	2,984	8,383			
Less: Subdebt repurchase gain	—	—	—	—	(1,076)			
Less: Gain on settlement of lease termination	—	—	—	—	(499)			
Add: Severance costs	1,447	260	1	1,974	472			
<i>Add: Tax (credits) depreciation on solar investments</i>	<i>287</i>	<i>—</i>	<i>920</i>	<i>3,466</i>	<i>2,016</i>			
Less: Tax on notable items	(828)	(296)	(1,217)	(2,247)	(473)			
<i>Core net income (non-GAAP)</i>	<i>\$ 29,965</i>	<i>\$ 27,560</i>	<i>\$ 27,968</i>	<i>\$ 111,636</i>	<i>\$ 107,760</i>			

# Reconciliation of Non-GAAP Financials

	As of and for the Three Months Ended		As of and for the Year Ended		
	December 31, 2025	September 30, 2025	December 31, 2024	December 31, 2025	December 31, 2024
<b>Tangible common equity</b>					
Stockholders' equity (GAAP)	\$ 794,464	\$ 775,573	\$ 707,654	\$ 794,464	\$ 707,653
Less: Minority interest	—	—	—	—	—
Less: Goodwill	(12,936)	(12,936)	(12,936)	(12,936)	(12,936)
Less: Core deposit intangible	(913)	(1,056)	(1,487)	(913)	(1,487)
<i>Tangible common equity (non-GAAP)</i>	<i>\$ 780,615</i>	<i>\$ 761,581</i>	<i>\$ 693,231</i>	<i>\$ 780,615</i>	<i>\$ 693,230</i>
<b>Average tangible common equity</b>					
Average stockholders' equity (GAAP)	\$ 785,270	\$ 760,540	\$ 704,373	\$ 752,601	\$ 649,343
Less: Minority interest	—	—	(132)	—	(133)
Less: Goodwill	(12,936)	(12,936)	(12,936)	(12,936)	(12,936)
Less: Core deposit intangible	(982)	(1,126)	(1,575)	(1,197)	(1,848)
<i>Average tangible common equity (non-GAAP)</i>	<i>\$ 771,352</i>	<i>\$ 746,478</i>	<i>\$ 689,730</i>	<i>\$ 738,468</i>	<i>\$ 634,426</i>
<b>Core return on average assets</b>					
Numerator: Core net income (non-GAAP) <sup>1</sup>	\$ 29,965	\$ 27,560	\$ 27,968	\$ 111,636	\$ 107,760
Denominator: Total average assets (GAAP)	8,658,620	8,641,386	8,311,127	8,511,028	8,264,780
<i>Core return on average assets (non-GAAP)</i>	<i>1.37%</i>	<i>1.27%</i>	<i>1.32%</i>	<i>1.31%</i>	<i>1.30%</i>
<b>Core return on average tangible common equity</b>					
Numerator: Core net income (non-GAAP) <sup>1</sup>	\$ 29,965	\$ 27,560	\$ 27,968	\$ 111,636	\$ 107,760
Denominator: Average tangible common equity (non-GAAP)	771	746	690	738	634
<i>Core return on average tangible common equity (non-GAAP)</i>	<i>15.41%</i>	<i>14.65%</i>	<i>16.13%</i>	<i>15.12%</i>	<i>16.99%</i>
<b>Core efficiency ratio</b>					
Numerator: Core non-interest expense (non-GAAP)	\$ 44,949	\$ 43,357	\$ 41,142	\$ 170,273	\$ 159,799
Denominator: Core operating revenue (non-GAAP)	88	86	83	336	317
<i>Core efficiency ratio (non-GAAP)</i>	<i>51.13%</i>	<i>50.17%</i>	<i>49.82%</i>	<i>50.65%</i>	<i>50.33%</i>

<sup>1</sup> Calculated using Core Net Income (non-GAAP) in the numerator as detailed on page 30

# Thank You

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