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# INVESTOR PRESENTATION

## Second Quarter 2025

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# CAUTIONARY STATEMENTS

This presentation contains "forward-looking statements" within the meaning of, and subject to the protections of, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. In addition, certain statements may be contained in Colony Bankcorp, Inc.'s (the "Company") future filings with the Securities and Exchange Commission (the "SEC"), in press releases, and in oral and written statements made by or with the approval of the Company that are not statements of historical fact and constitute "forward-looking statements" within the meaning of, and subject to the protections of, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Examples of forward-looking statements include, but are not limited to: (i) projections and/or expectations of revenues, income or loss, earnings or loss per share, the payment or nonpayment of dividends, capital structure and other financial items; (ii) statement of plans and objectives of Colony Bankcorp, Inc. or its management or Board of Directors, including those relating to products or services; (iii) statements of future economic performance; (iv) statements regarding growth strategy, capital management, liquidity and funding and future profitability; and (v) statements of assumptions underlying such statements. Words such as "may", "will", "anticipate", "assume", "should", "support", "indicate", "would", "believe", "contemplate", "expect", "estimate", "continue", "further", "plan", "point to", "project", "could", "intend", "target" and similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements.

Prospective investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve known and unknown risks and uncertainties. Factors that might cause such differences include, but are not limited to: the impact of current and future economic conditions, particularly those affecting the financial services industry, including the effects of declines in the real estate market, tariffs or trade wars (including the resulting reduced consumer spending, lower economic growth or recession, reduced demand for U.S. exports, disruptions to supply chains, and decreased demand for other banking products and services), high unemployment rates, inflationary pressures, changes in interest rates (including the impact of prolonged elevated interest rates on our financial projections and models) and slowdowns in economic growth, as well as the financial stress on borrowers as a result of the foregoing; the risk of reductions in benchmark interest rates and the resulting impacts on net interest income; potential impacts of adverse developments in the banking industry highlighted by high-profile bank failures, including impacts on customer confidence, deposit outflows, liquidity and the regulatory response thereto; risks arising from media coverage of the banking industry; risks arising from perceived instability in the banking sector; the risks of changes in interest rates and their effects on the level, cost, and composition of, and competition for, deposits, loan demand and timing of payments, the values of loan collateral, securities, and interest sensitive assets and liabilities; the ability to attract new or retain existing deposits, to retain or grow loans or additional interest and fee income, or to control noninterest expense; the effect of pricing pressures on the Company's net interest margin; the failure of assumptions underlying the establishment of reserves for possible credit losses, fair value for loans and other real estate owned; changes in real estate values; the Company's ability to implement its various strategic and growth initiatives; increased competition in the financial services industry, particularly from regional and national institutions, as well as from fintech companies; economic conditions, either nationally or locally, in areas in which the Company conducts operations being less favorable than expected; changes in the prices, values and sales volumes of residential and commercial real estate; developments in our mortgage banking business, including loan modifications, general demand, and the effects of judicial or regulatory requirements or guidance; legislation or regulatory changes which adversely affect the ability of the consolidated Company to conduct business combinations or new operations; adverse results from current or future litigation, regulatory examinations or other legal and/or regulatory actions, including as a result of the Company's participation in and execution of government programs; significant turbulence or a disruption in the capital or financial markets and the effect of a fall in stock market prices on our investment securities; the effects of war or other conflicts; general risks related to the Company's merger and acquisition activity, including risks associated with integrating and realizing the expected financial benefits of previous or pending acquisitions, and the Company's pursuit of future acquisitions; the impact of generative artificial intelligence; fraud or misconduct by internal or external actors, and system failures, cybersecurity threats or security breaches and the cost of defending against them; a deterioration of the credit rating for U.S. long-term sovereign debt, actions that the U.S. government may take to avoid exceeding the debt ceiling, and uncertainties surrounding debt ceiling and the federal budget; a potential U.S. federal government shutdown and the resulting impacts; and general competitive, economic, political and market conditions or other unexpected factors or events. These and other factors, risks and uncertainties could cause the actual results, performance or achievements of the Company to be materially different from the future results, performance or achievements expressed or implied by such forward-looking statements. Many of these factors are beyond the Company's ability to control or predict.

Forward-looking statements speak only as of the date on which such statements are made. These forward-looking statements are based upon information presently known to the Company's management and are inherently subjective, uncertain and subject to change due to any number of risks and uncertainties, including, without limitation, the risks and other factors set forth in the Company's filings with the Securities and Exchange Commission, the Company's Annual Report on Form 10-K for the year ended December 31, 2024, under the captions "Cautionary Note Regarding Forward-Looking Statements" and "Risk Factors," and in the Company's quarterly reports on Form 10-Q and current reports on Form 8-K. The Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made, or to reflect the occurrence of unanticipated events. Readers are cautioned not to place undue reliance on these forward-looking statements.

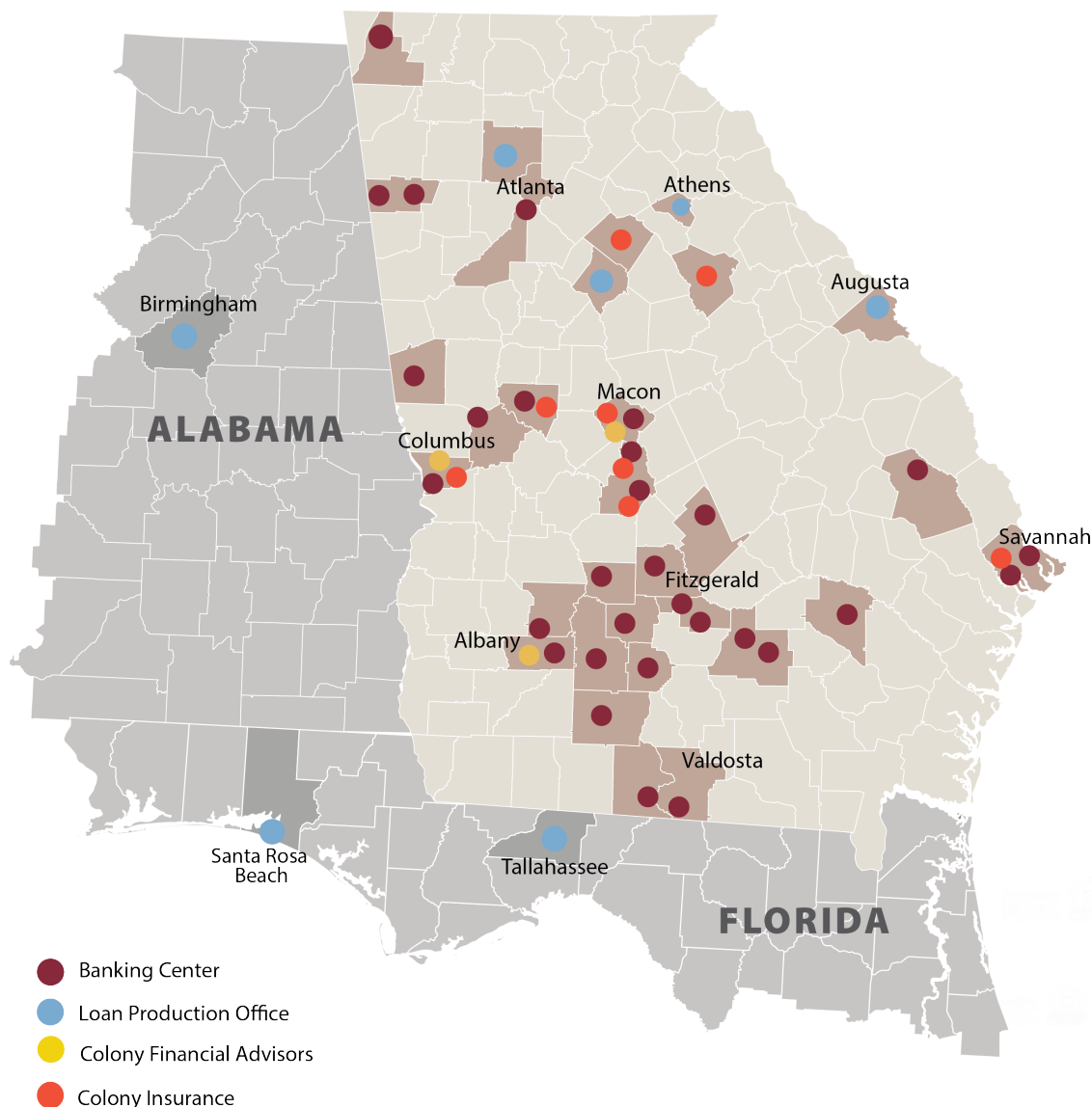


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YEARS

## COMPANY PROFILE

- Georgia's largest community bank by deposit market share<sup>(1)</sup>
- \$3.1 billion in assets as of June 30, 2025
- 36 locations in Georgia, 1 in Alabama and 2 in Florida
- Diversification of revenue streams
- Track record of solid organic growth
- Increase in deposit franchise

(1) Community bank defined as having less than \$10.0 billion in total assets and providing a full suite of consumer and commercial products.  
Source: FDIC (Federal Deposit Insurance Corporation)





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Since 1975, Colony Bank has been empowering progress for individuals, families, and businesses. What began as a single vision in Fitzgerald, Georgia, has transformed into a five-decade journey marked by trust, growth, and innovation.

Today, we proudly serve customers across nearly 40 locations in Georgia, Alabama, and Florida, offering innovative solutions with the personal touch that has defined us since the beginning.

By staying true to our roots and adapting to meet evolving needs, we've built a reputation for turning barriers into breakthroughs. From opening first savings accounts to supporting thriving businesses, we've been there for life's milestones, helping our customers overcome challenges and achieve their dreams.

As we reflect on 50 years of progress, we remain committed to serving our customers and communities with the same passion and purpose that has guided us from the start. Here's to the next 50 years of being right here with you.



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The Colony Bank logo features a symbolic lotus flower within its icon, representing the Company's strength and resilience. Paired with upward rays of sunshine, it signifies the potential for a new day and highlights our commitment to supporting our customers' needs. This design further reflects our dedication to enabling progress and making a positive impact in the lives of those we serve.

## OUR PURPOSE:

To enable progress

## OUR MISSION:

To build a sustainable, high-performing independent bank

## OUR WAY:

We communicate, educate and innovate

## SHAREHOLDER COMMITMENT:

We seek above average returns at below average risk.

## SERVICE STANDARDS:

Collaborative

Prompt

Simple

## CORE VALUES:

Coachable

Ownership

Selfless



# EXECUTIVE LEADERSHIP TEAM

Name	Position	Years In Banking	Years With Colony
Edward "Lee" Bagwell	EVP, Chief Risk Officer and General Counsel	22	22
Leonard H. "Lenny" Bateman	EVP, Chief Credit Officer	29	6
Ed Canup	EVP, Chief Banking Officer	42	2
R. Dallis "D" Copeland, Jr.	President	33	3
Kimberly Dockery	EVP, Chief of Staff	19	6
T. Heath Fountain	Chief Executive Officer	25	6
Daniel Rentz	EVP, Chief Information Officer	18	18
Laurie Senn	EVP, Chief Administrative Officer	22	4
Derek Shelnutt	EVP, Chief Financial Officer	11	4

# OBJECTIVES AND FOCUS

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## Short-Term Objectives

- Achieve performance objectives in complementary lines of business
- Maintain noninterest expense discipline to align with growth expectations
- Achieve return on assets target of 1.00%
- Focus on growing core deposits and customer relationships
- Growing wallet share and revenue per customer using data advancements

## Long-Term Objectives

- 5 complementary lines of business > \$1 million in net income
- Improve efficiency through economies of scale
- Return on assets in top quartile of peers
- Continue to benefit from industry consolidation
- Grow our customer base by 8 - 12% per year

# ORGANIC GROWTH

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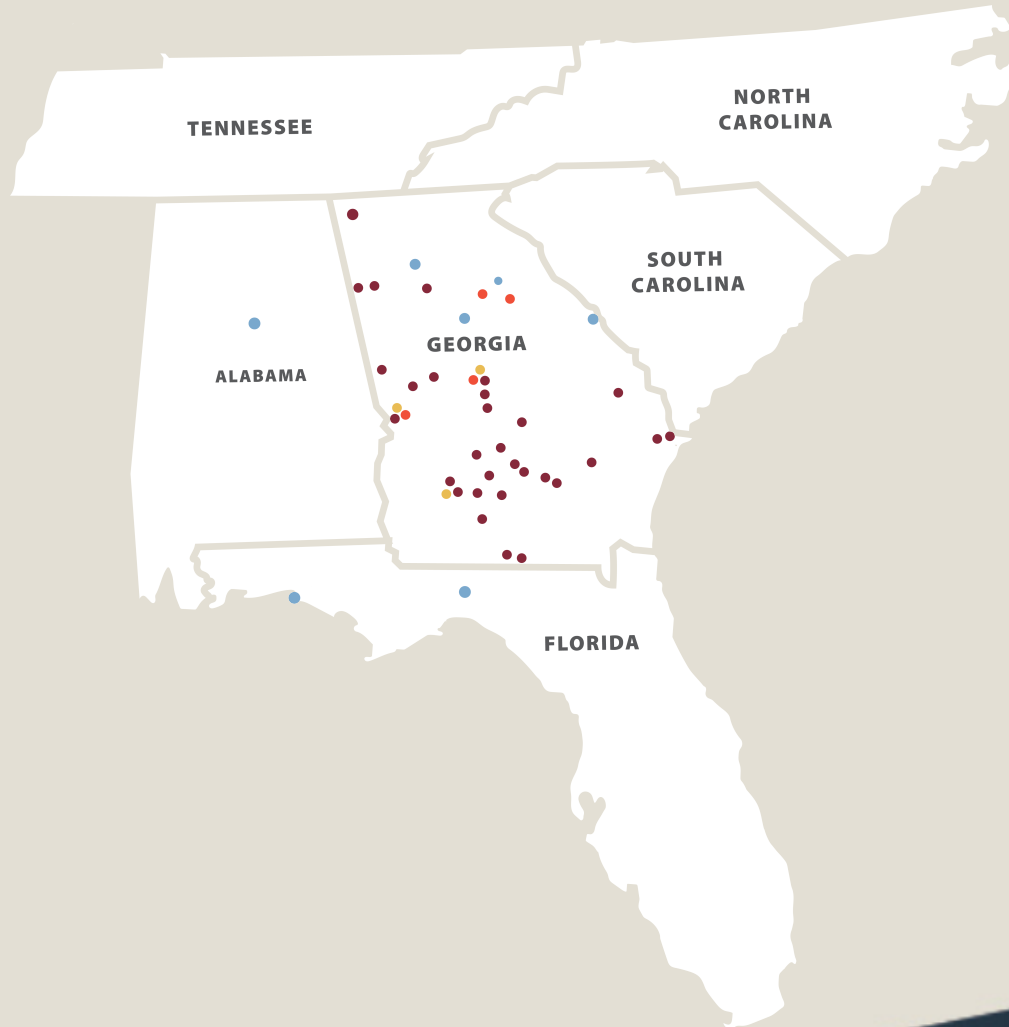
- Presence in dynamic growth markets of Atlanta, Augusta, Birmingham, North Florida and Savannah provides opportunity for above average growth
- Second-tier MSA markets of Albany, Columbus, Macon and Valdosta have significant market share held by large regional and national banks, creating the opportunity for growth in market share
- Smaller markets where Colony has stable deposits and significant market shares creates the opportunity to grow insurance, wealth management and other complementary lines of business
- Utilization of data improves the effectiveness of marketing and business development activity
- Proactive calling effort by bankers, including executive and senior management, to develop new business and deepen relationships
- Expect to return to 8 - 12% organic growth run rate by the end of 2025



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# M&A STRATEGY



- Colony seeks to benefit from industry consolidation and become the acquirer of choice in Georgia and contiguous states
- 319 banks under \$600 million
- 87 banks between \$600 million and \$1.2 billion
- Proactive outreach effort to generate opportunities
- Management team with deep M&A experience

# EFFICIENCY AND SCALING

- Focused on process improvement and ensuring it is easy to do business with Colony Bank
- Hired a Director of Optimization with experience from a large regional bank to oversee process improvement and customer experience
- Utilization of Robotic Process Automation ("RPA") and other innovative technology to improve the customer experience
- Implementation of cross functional teams to reduce friction and improve the customer experience
- Building operational capacity in order to maintain efficiency through organic growth and M&A



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# INNOVATION AND DATA STRATEGY

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- Successful digital banking implementation offering customers an elevated, seamless and convenient banking experience
- Research and develop all potential technology-based opportunities
- Increase customer wallet share through data gathering and analytics
- Full implementation of Salesforce based customer relationship management ("CRM") system to influence a more complete customer relationship through calling efforts and targeted marketing
- Implemented nCino to allow an upgrade of the customer loan experience and reduce operational friction, leading to increased production capacity and efficiency
- Implemented middleware for applying API-based technology to allow seamless integration for Fintech partnerships
- Implement data warehouse to allow improved data usage across all lines of business

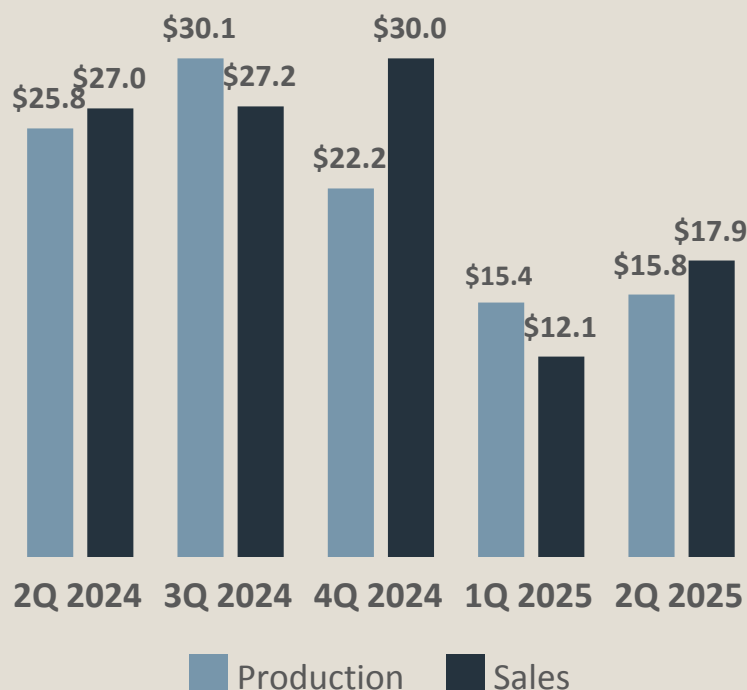
# COMPLEMENTARY LINES OF BUSINESS

	2Q 2024	3Q 2024	4Q 2024	1Q 2025	2Q 2025
	Pre-tax Profit/ Loss	Pre-tax Profit/ Loss	Pre-tax Profit/ Loss	Pre-tax Profit/ Loss	Pre-tax Profit/ Loss
<i>(Dollars in thousands)</i>					
Mortgage	\$ 180	\$ 346	\$ (101)	\$ 31	\$ 317
SBSL	1,674	1,819	2,242	492	362
Marine/RV Lending	(58)	22	211	236	349
Merchant Services	7	—	(10)	(14)	25
Wealth Advisors	36	41	38	35	35
Insurance	4	33	68	66	67
<b>TOTAL</b>	<b>\$ 1,843</b>	<b>\$ 2,261</b>	<b>\$ 2,448</b>	<b>\$ 846</b>	<b>\$ 1,155</b>

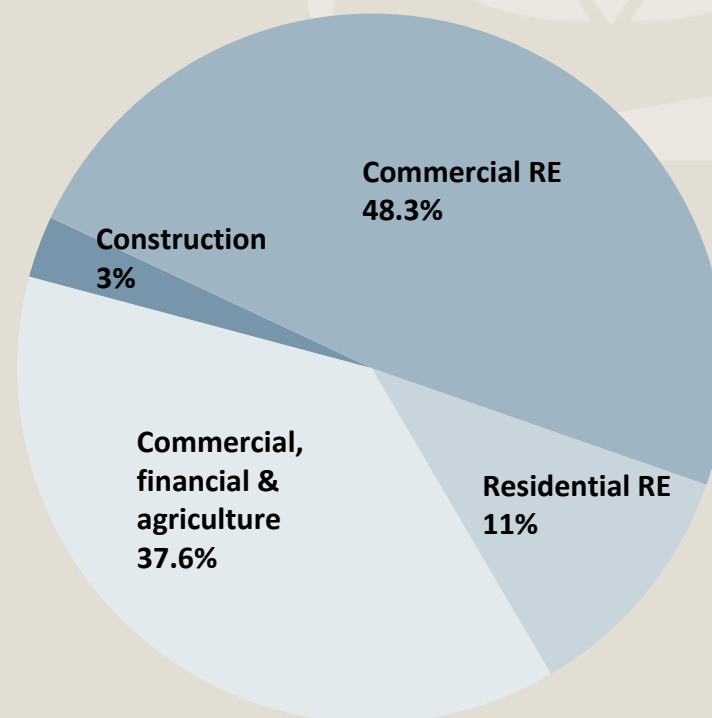
# SMALL BUSINESS SPECIALTY LENDING GROUP

## Production and Sales Volume

(Dollars in millions)



## Loan Portfolio Breakdown - \$81.2 million

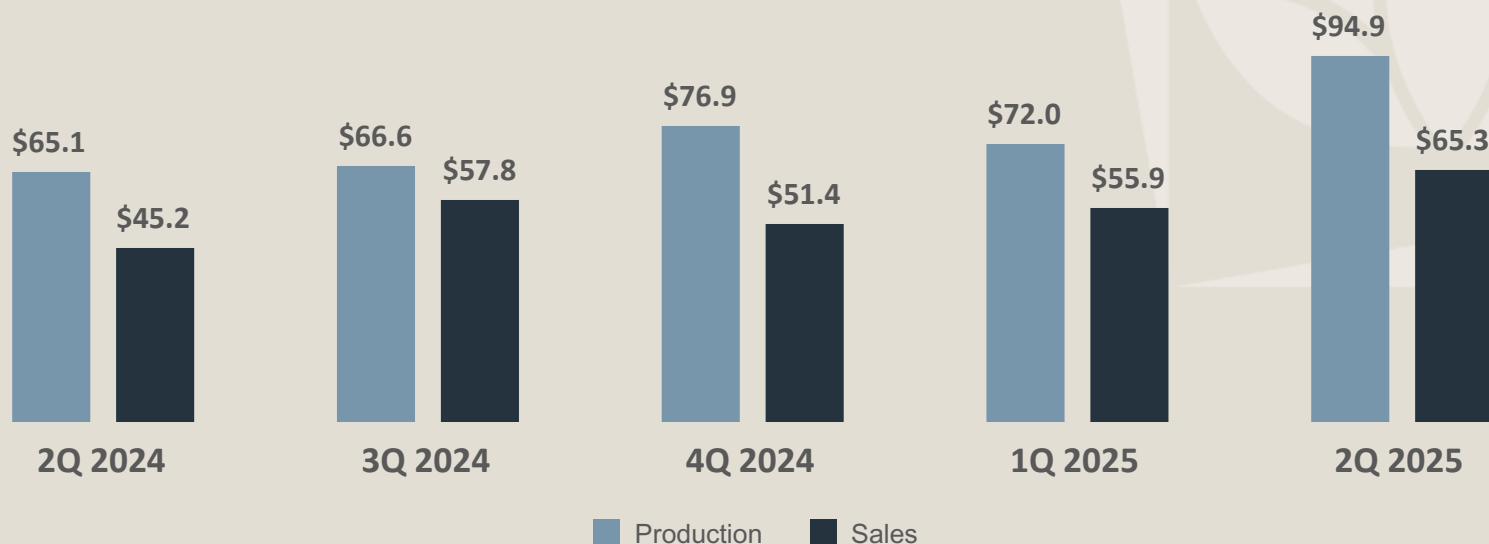




# MORTGAGE DIVISION

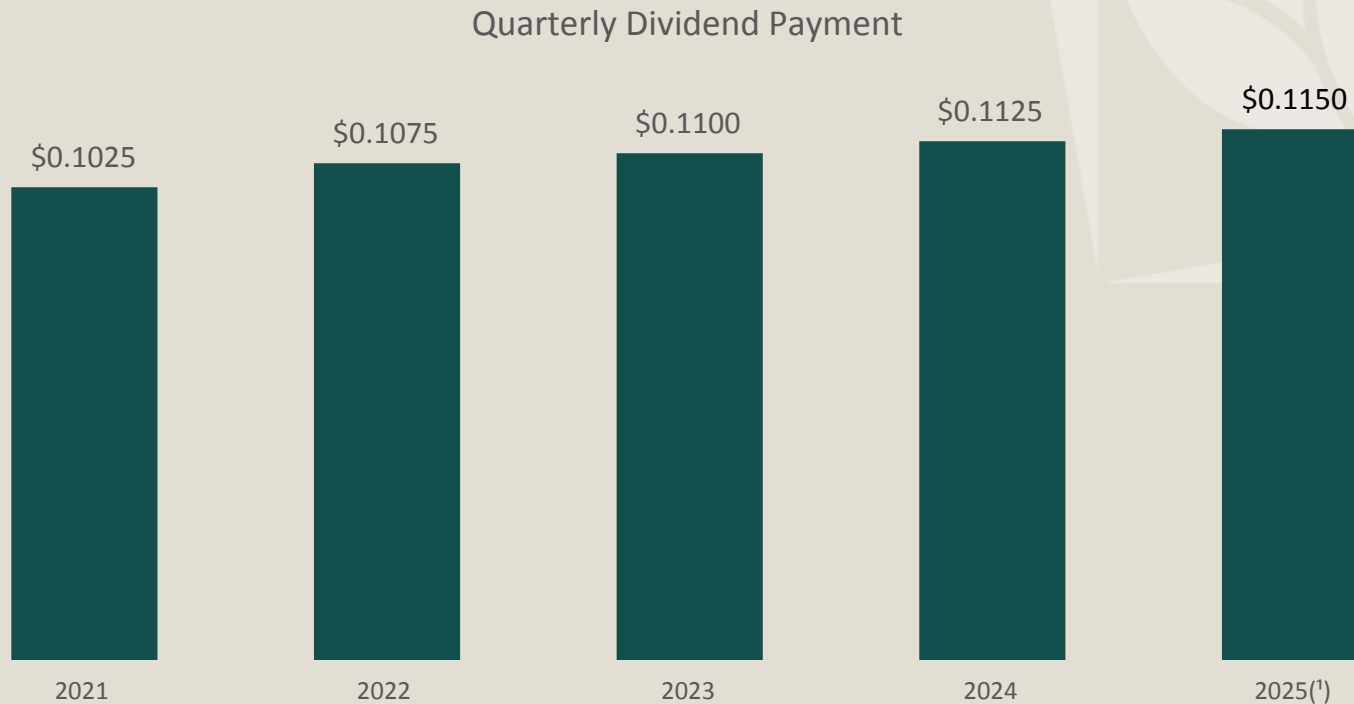
(Dollars in millions)

## Production and Sales Volume



- Increased production and sales volumes relative to unchanged market rates
- Remain focused on secondary market products and gain on sale of mortgage loans
- Continue to adjust staffing levels, delivery models and product set to maintain profitability

# SHAREHOLDER FOCUSED DIVIDEND POLICY

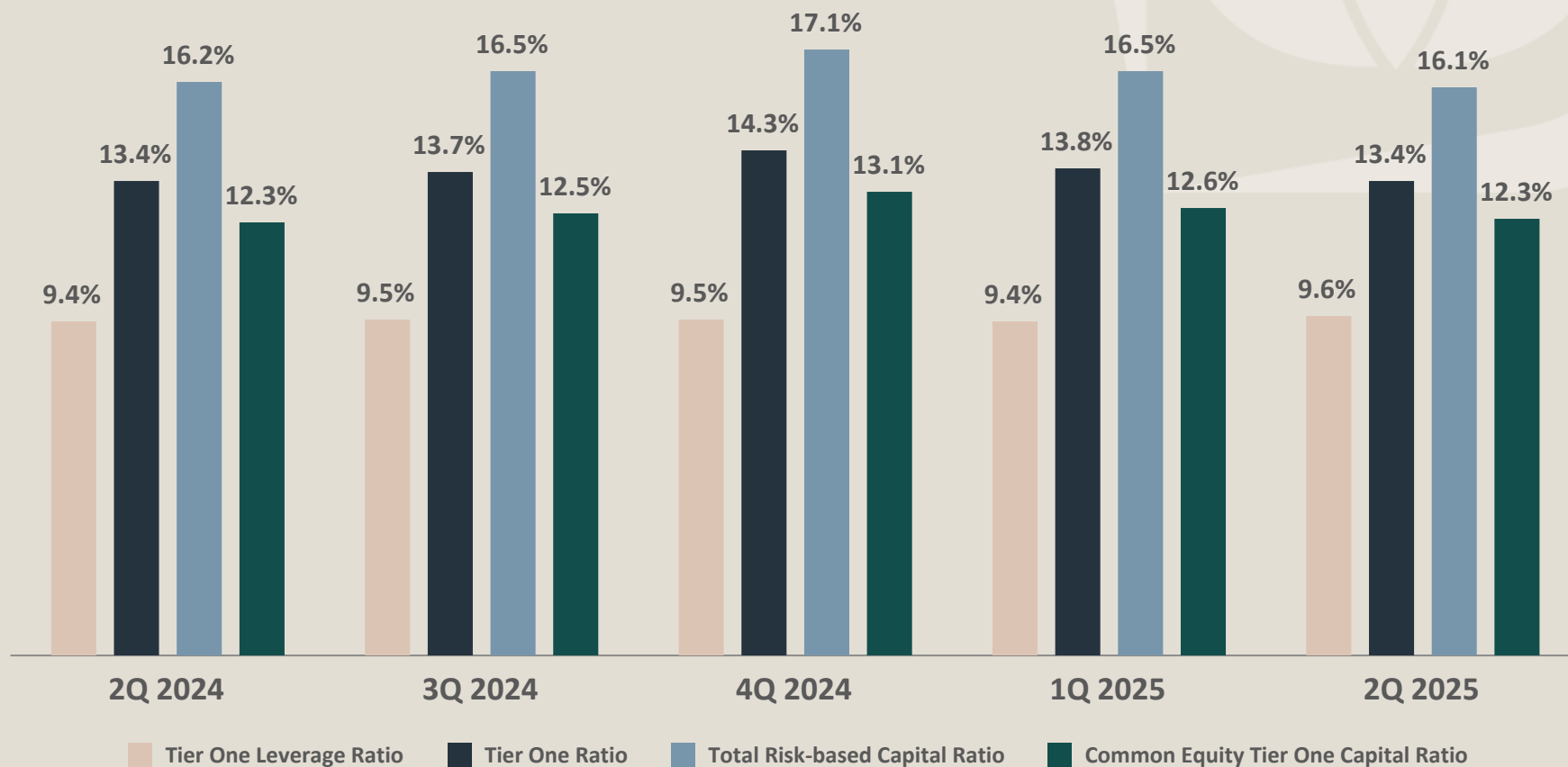


The current indicated annual rate is \$0.46 per share, equating to a yield of 2.6%.<sup>(2)</sup>

(1) The Board of Directors declared a dividend to be paid on its common stock on August 20, 2025, to shareholders of record as of the close of business on August 6, 2025.

(2) Yield is based on closing stock price on July 21, 2025 of \$17.62.

# CAPITAL RATIOS



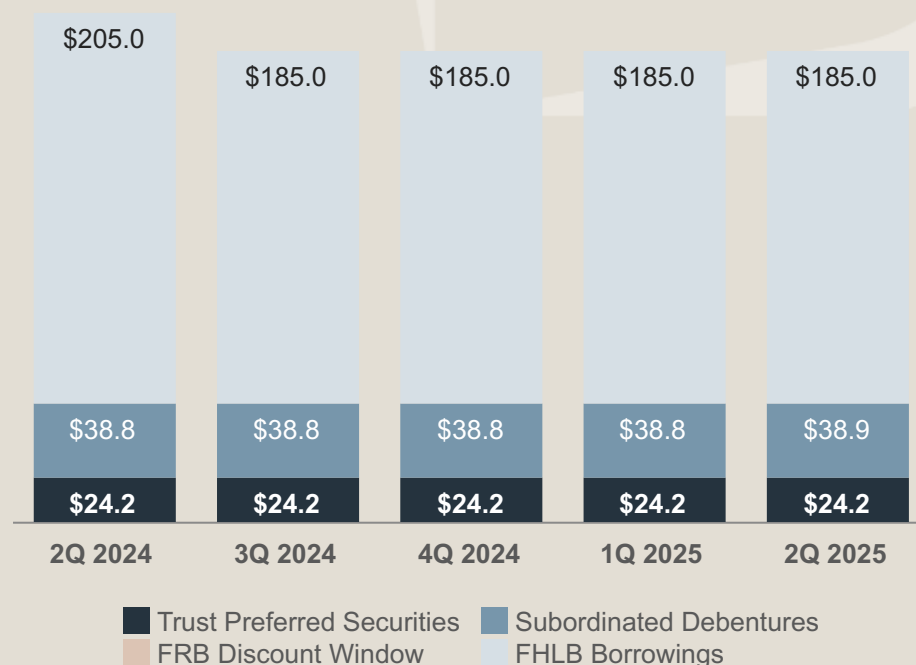
# STRENGTH IN OUR LIQUIDITY POSITION

## Significant liquidity sources As of June 30, 2025

<i>(dollars in millions)</i>	
FRB Reserves	\$ 74.7
Other Cash and Due from Banks	36.1
Unencumbered Securities	327.1
FHLB Borrowing Capacity	605.1
Fed Fund Lines	114.5
FRB Discount Window	109.4
<b>Total Liquidity Sources</b>	<b>\$ 1,266.9</b>

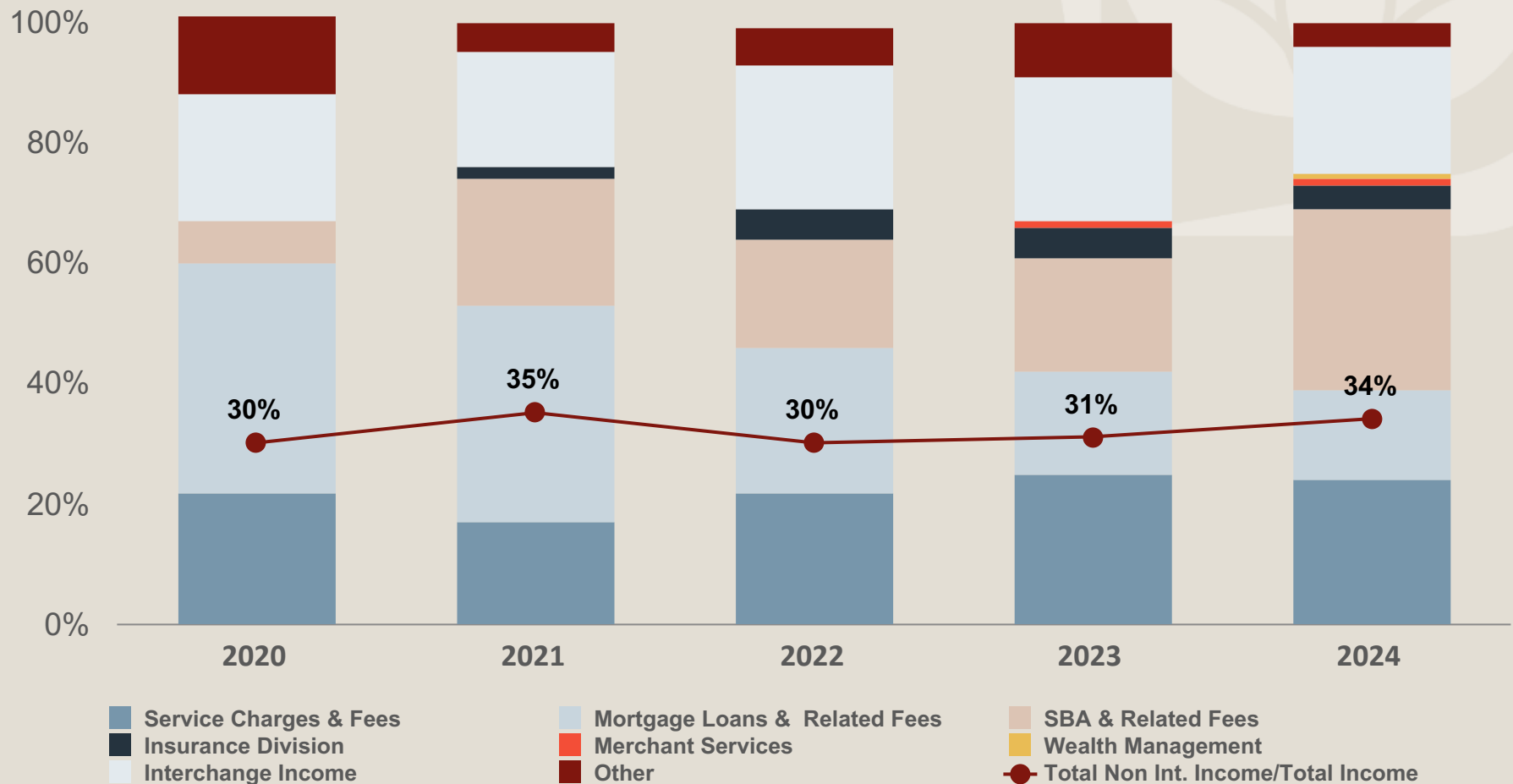
## Debt Funding\*

*(dollars in millions)*



\*Reported as of last day of each period

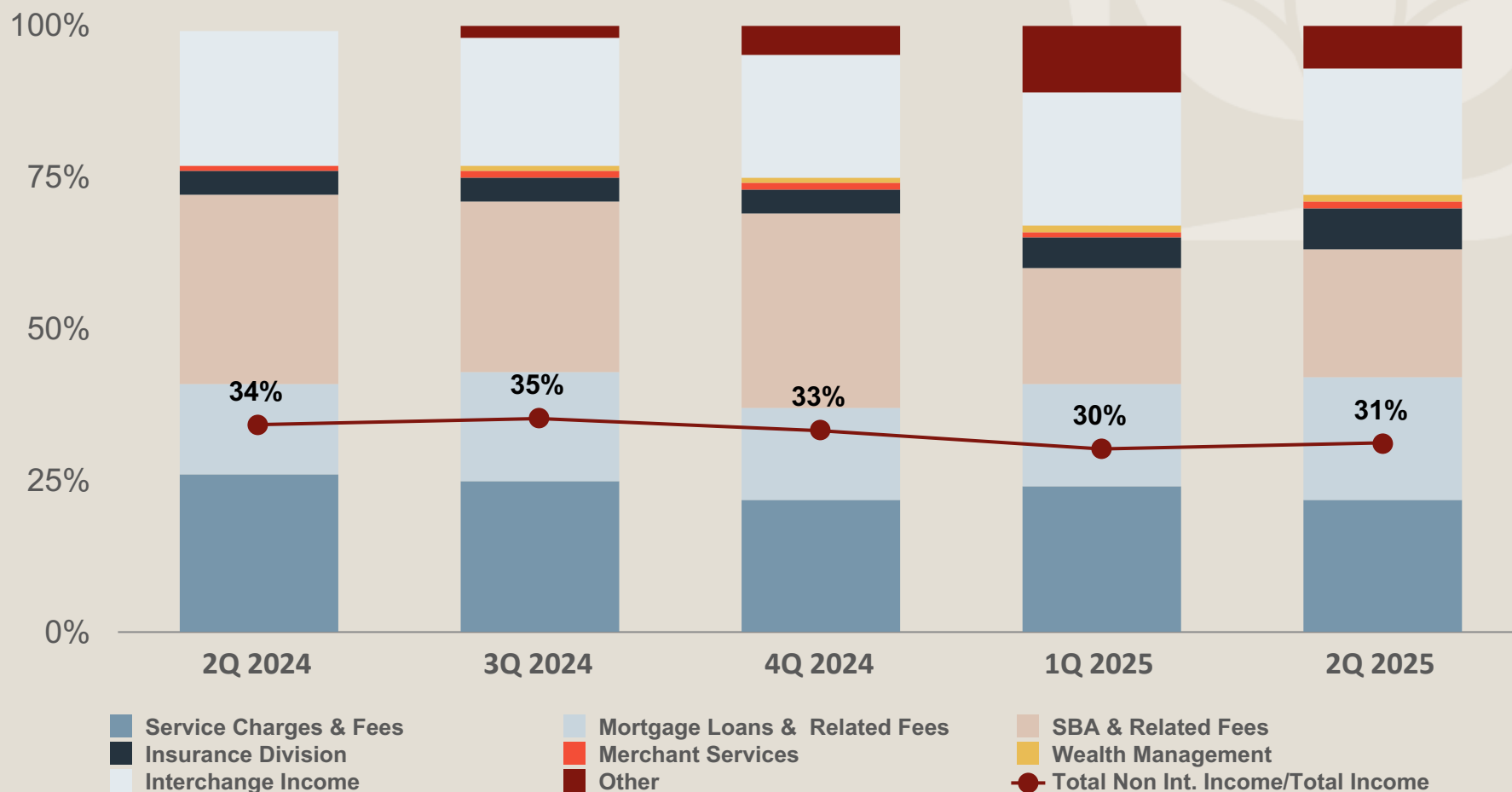
# ANNUAL NONINTEREST INCOME MIX



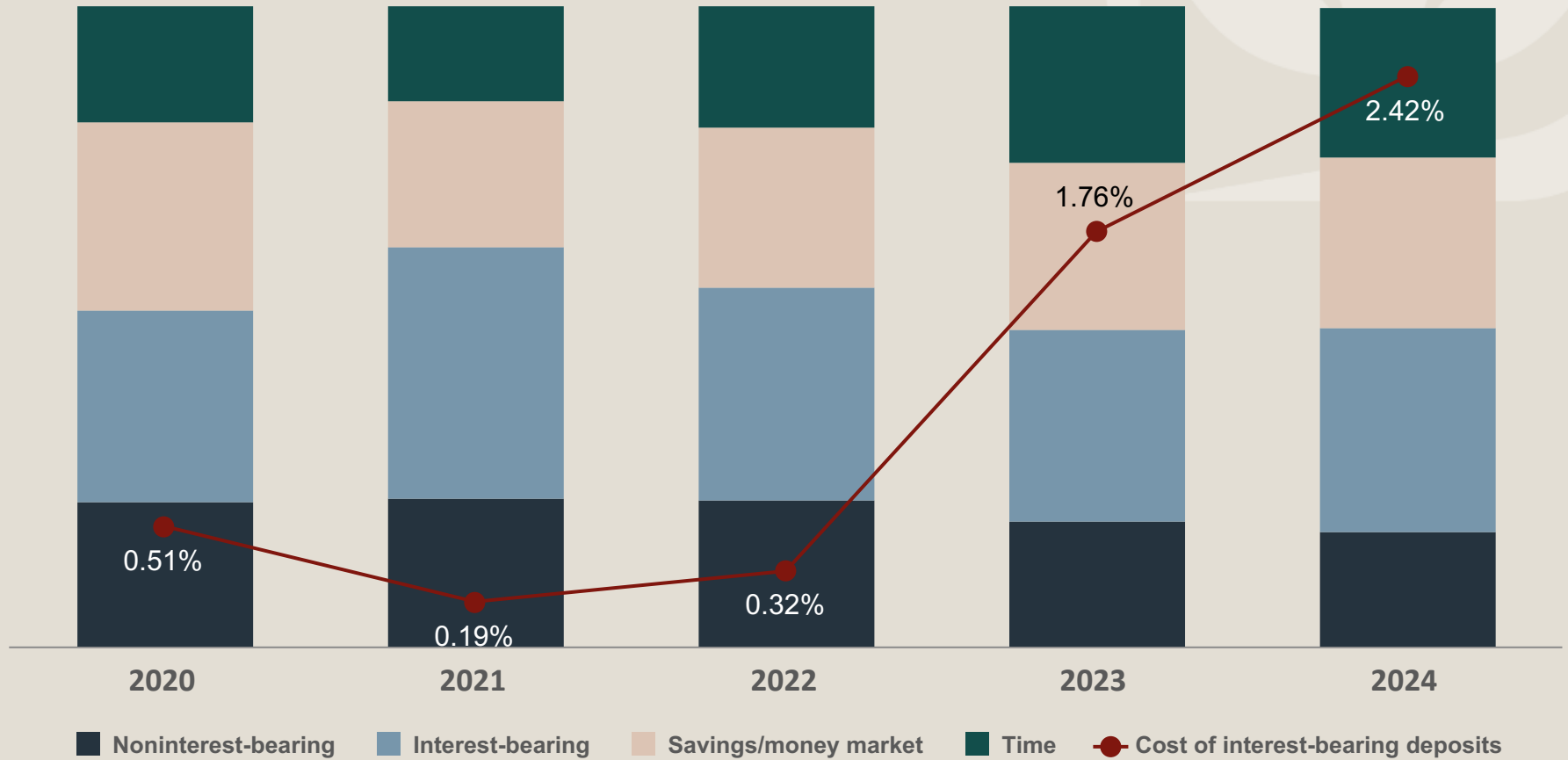
\*Wealth Management services commenced in 3rd quarter 2022 and is less than 1%



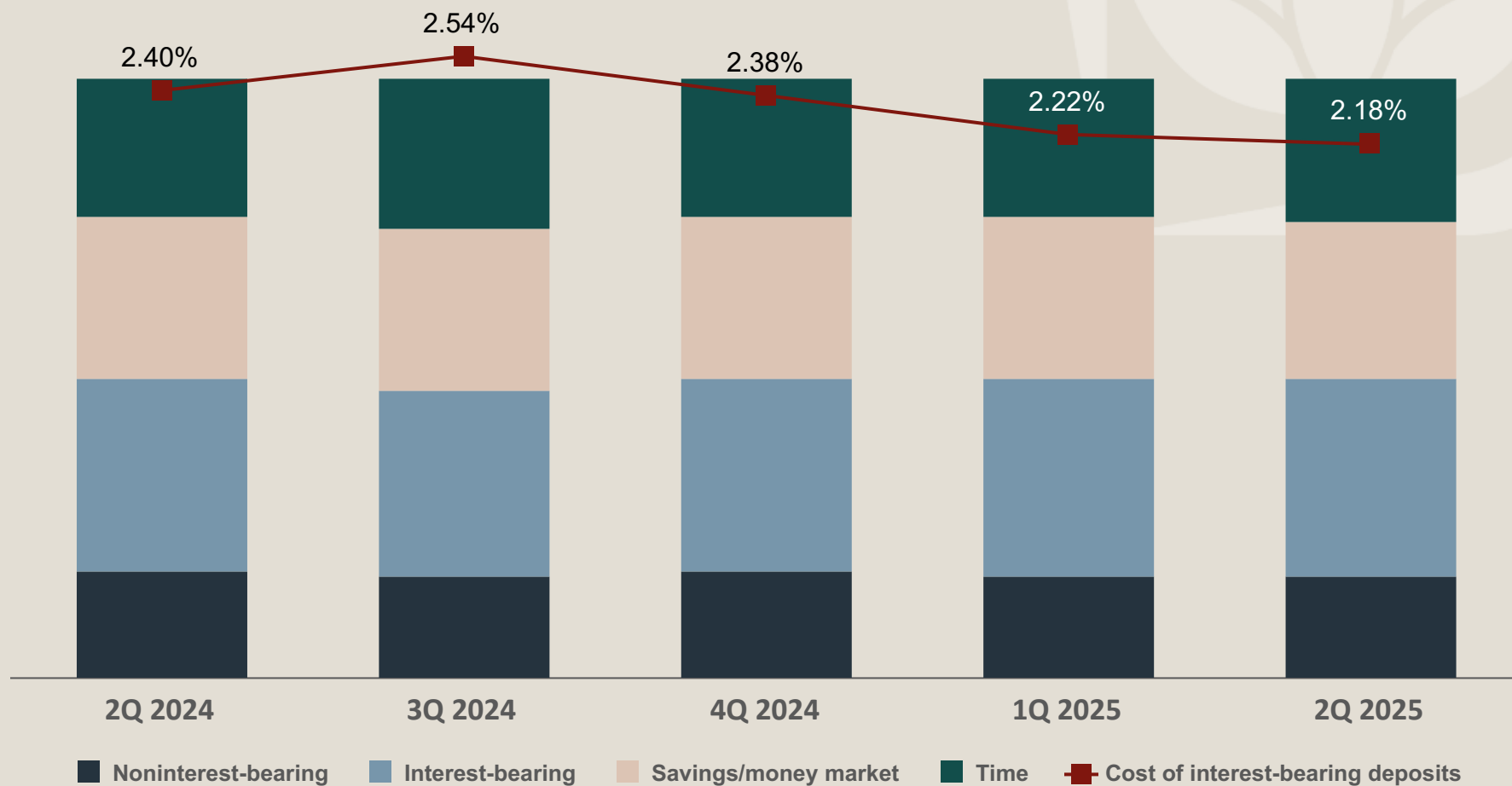
# QUARTERLY NONINTEREST INCOME MIX



# ANNUAL DEPOSIT MIX AND PRICING



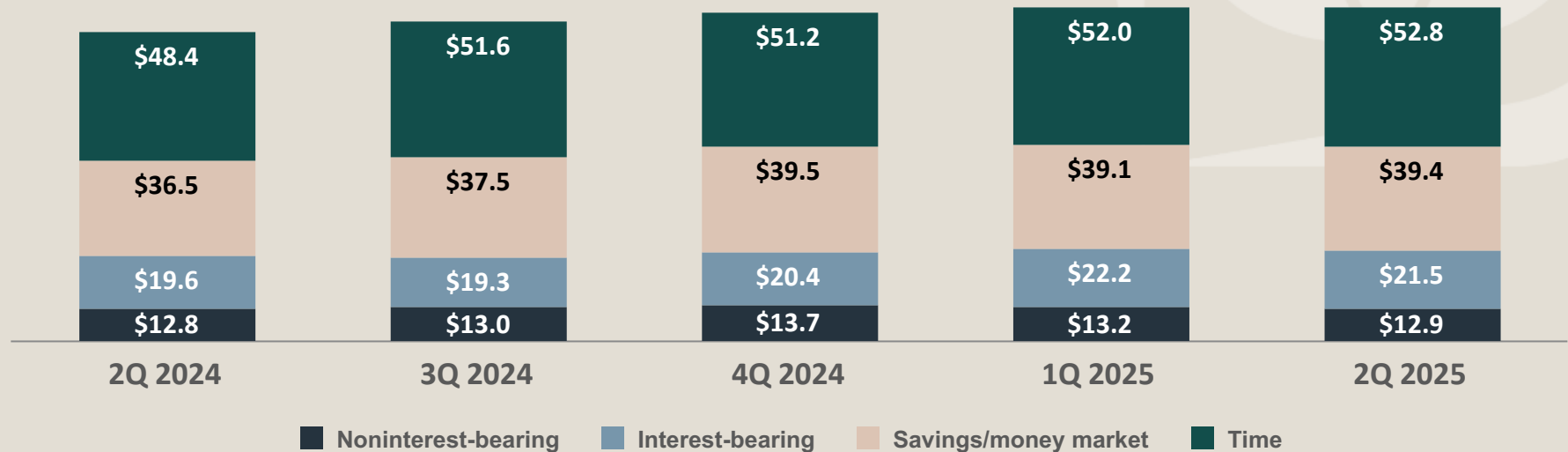
# QUARTERLY DEPOSIT MIX AND PRICING



# DEPOSIT BALANCE DATA

(Dollars in thousands)

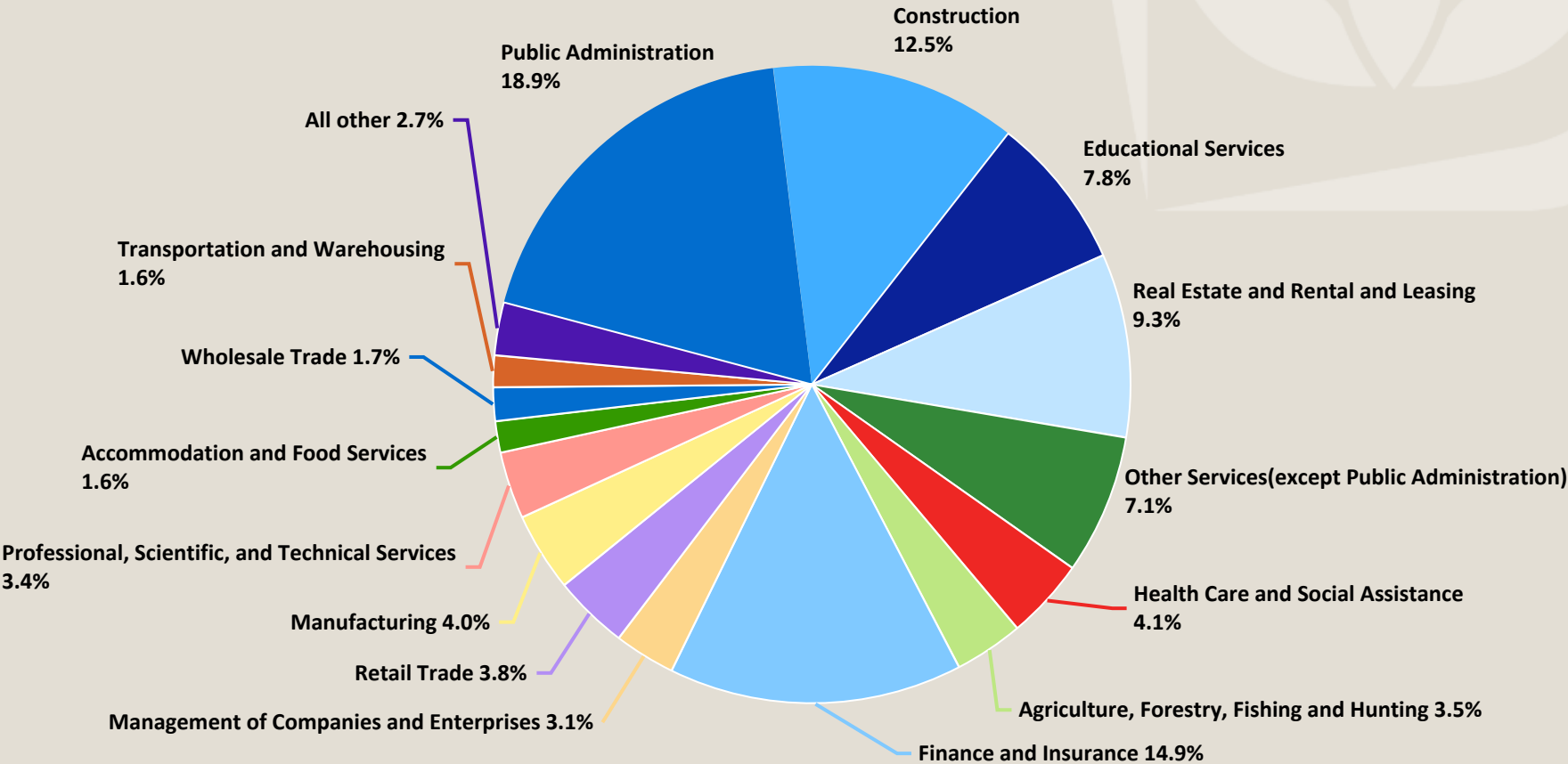
## AVERAGE DEPOSIT BALANCE PER ACCOUNT



- Commercial/business is 13.5% of accounts and represents 44.5% of total deposits balance
- Consumer is 86.5% of accounts and represents 55.5% of total deposits balance (excludes brokered and reciprocal deposits) as of June 30, 2025

# DIVERSITY OF BUSINESS DEPOSIT BASE

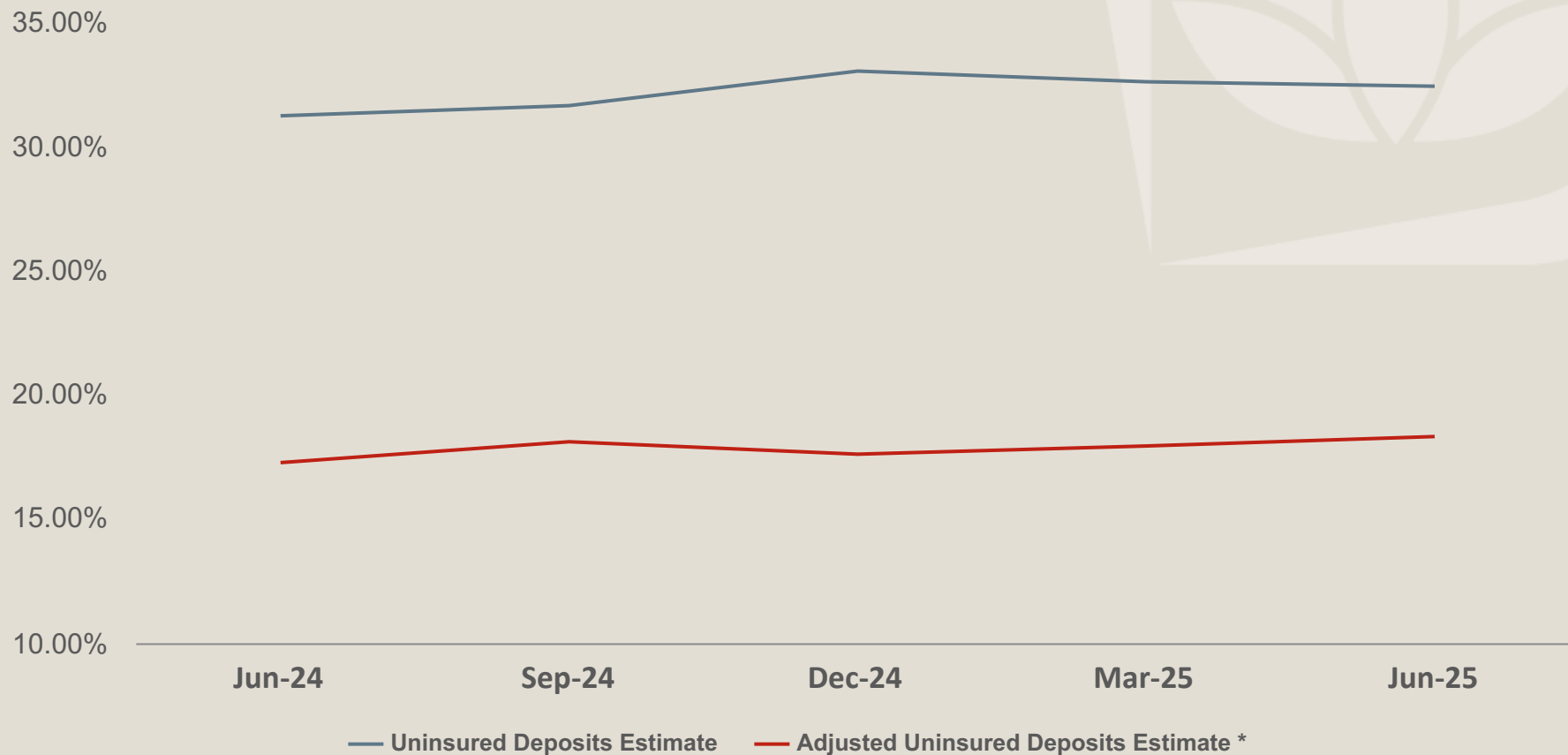
As of June 30, 2025



As determined by customer provided NAICS Codes



# UNINSURED DEPOSITS



\*Adjusted uninsured deposit estimate excludes deposits collateralized by public funds or internal accounts.

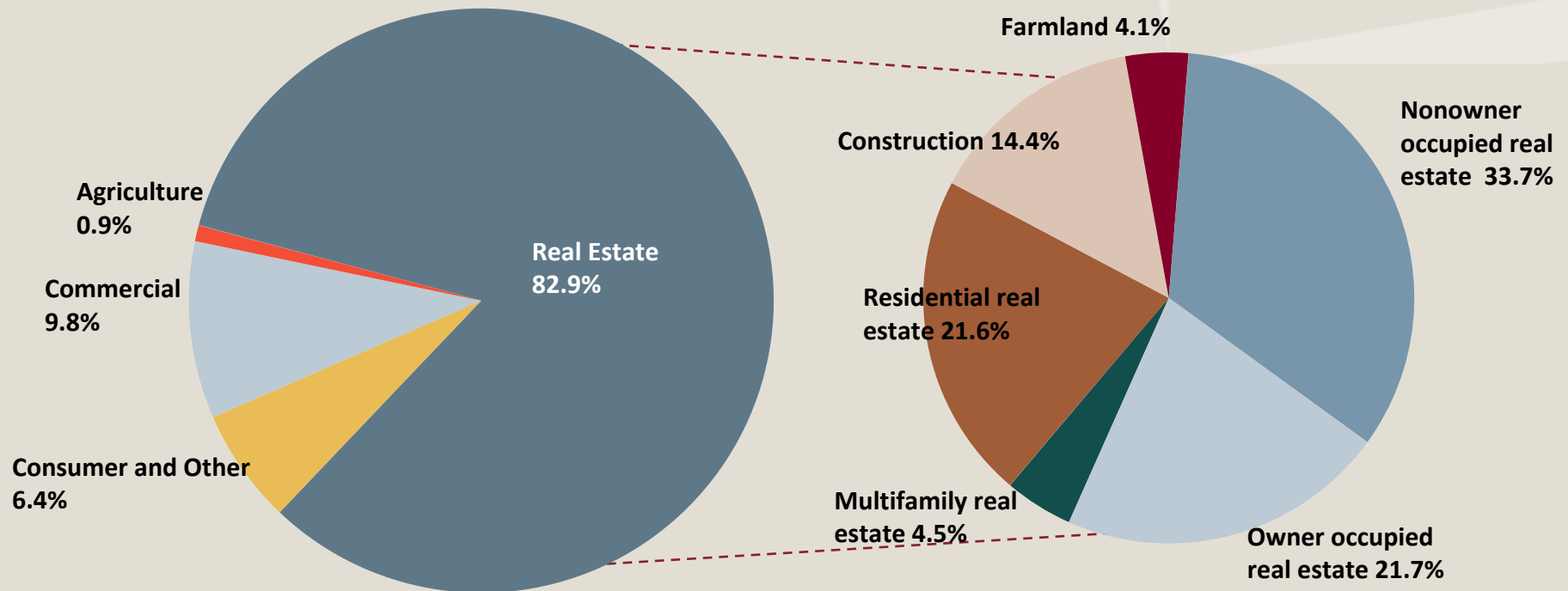
All deposits are held at Colony Bank and include the Company's own funds.

# LOAN PORTFOLIO BREAKDOWN

As of June 30, 2025

\$1,993.6 million

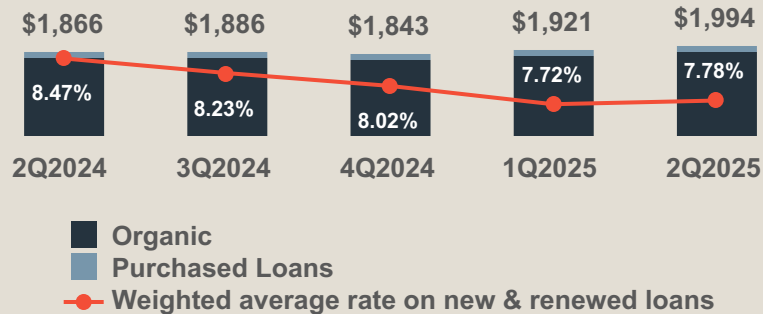
\$1,653.7 million



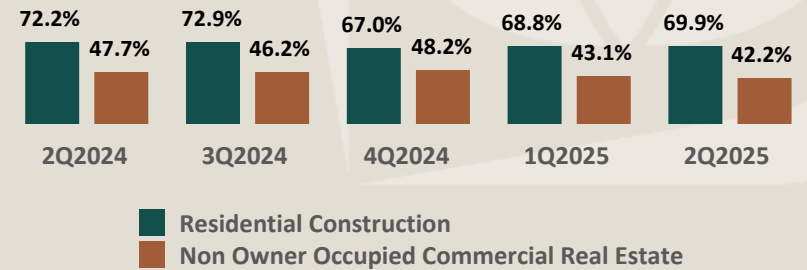
# LOAN PORTFOLIO

(Dollars in millions)

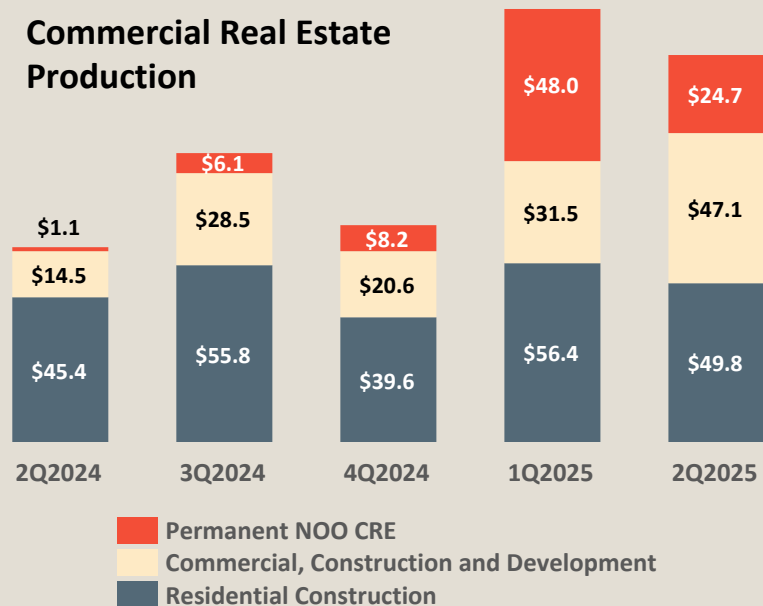
## Organic Loan Growth



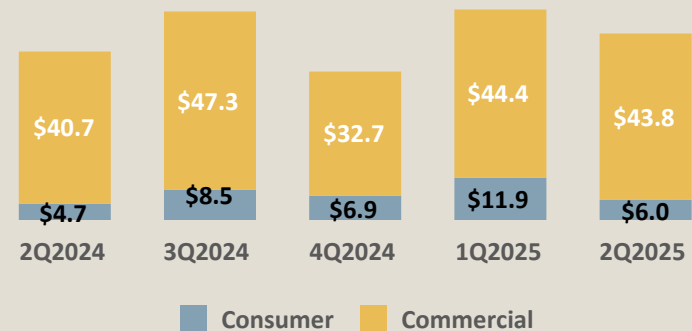
## Weighted Average Loan to Values



## Commercial Real Estate Production

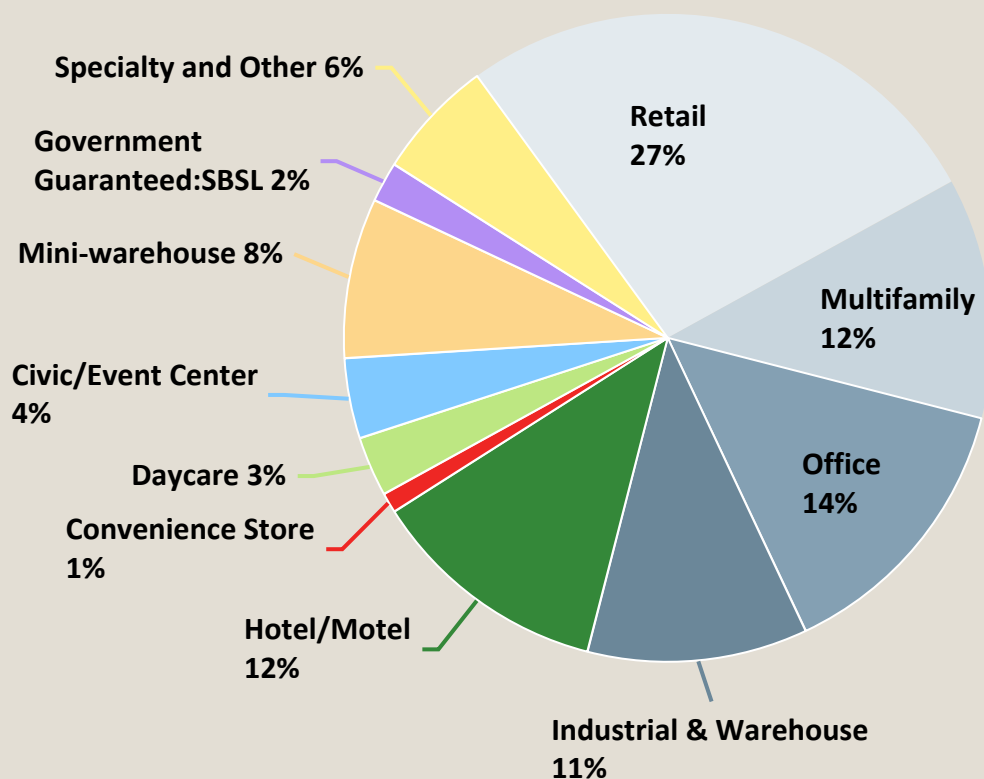


## Residential Construction Loan Originations by Quarter



# COMMERCIAL REAL ESTATE BY TYPE

As of June 30, 2025



(Dollars in thousands)

Type	Outstanding Balance	Average Deal Size
Retail	\$ 168,619	\$ 1,268
Multifamily	74,778	1,168
Office	88,592	852
Industrial & Warehouse	71,107	1,185
Hotel/Motel	74,824	2,580
Convenience Store	8,284	690
Daycare	17,760	1,366
Civic/Event Center	25,728	2,573
Mini-warehouse	51,323	1,770
Government Guaranteed:SBSL	11,062	1,229
Specialty and Other	40,145	934

# REPRICING SCHEDULE

(Dollars in millions)	Quarterly				Fiscal Year		2028 & Beyond	
	3Q 2025	4Q 2025	1Q 2026	2Q 2026	2026	2027		
Loan Maturity & Repricing Schedule:								
Fixed Rate Loans	\$ 47	\$ 30	\$ 30	\$ 29	\$ 108	\$ 227	\$ 907	
Weighted Average Rate	6.76 %	4.65 %	5.92 %	5.29 %	5.40 %	4.93 %	5.19 %	
Adjustable & Variable Rate Loans	\$ 449	\$ 7	\$ 11	\$ 11	\$ 37	\$ 10	\$ 172	
Weighted Average Rate	8.09 %	7.64 %	7.13 %	4.82 %	5.76 %	5.70 %	6.00 %	
Securities Principal Cash Flow and Rolloff Yield:								
Investments	\$ 36	\$ 16	\$ 22	\$ 12	\$ 63	\$ 85	\$ 583	
Weighted Average Rate	2.93 %	2.29 %	2.28 %	3.36 %	2.76 %	1.93 %	2.46 %	



# INVESTMENT SECURITIES

(Dollars in thousands)

## Portfolio Composition June 30, 2025

Description	Book Value	Percentage
U.S. Agency MBS/CMO	\$ 336,962	40 %
Municipal	256,256	31 %
Private Label MBS	71,943	8 %
U.S. Treasuries	88,099	11 %
Corporates	50,810	6 %
SBA and Asset-Backed Securities	18,273	2 %
U.S. Government Agencies	16,214	2 %

## Municipal Securities June 30, 2025

With a rating of at least:	Number of Securities	Book Value	Market Value (HTM and AFS)	Unrealized Loss
AAA/Aaa	48	\$ 66,981	\$ 56,037	\$ (10,944)
AA+/Aa1	43	59,256	51,511	(7,745)
AA/Aa2	55	103,564	88,504	(15,060)
AA-/Aa3	15	23,483	19,637	(3,846)
A+/A1	1	659	588	(71)
Unrated	3	2,313	1905	(408)
<b>TOTAL</b>	165	\$ 256,256	\$ 218,182	\$ (38,074)

# INVESTMENT SECURITIES

(Dollars in thousands)

## Private Label MBS June 30, 2025

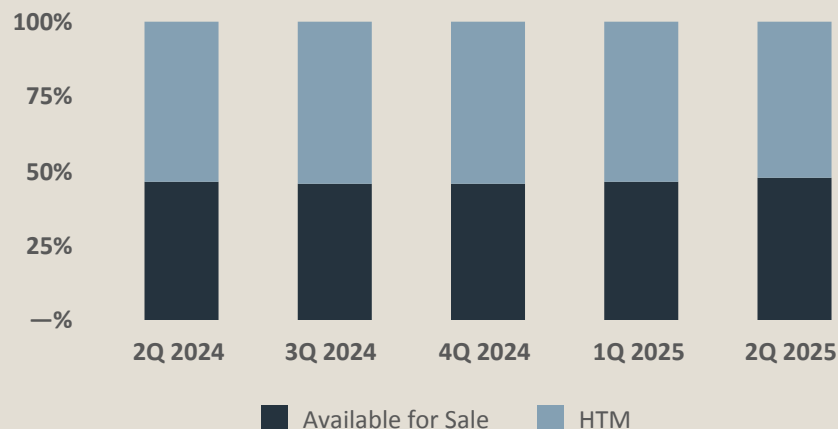
Rating:	Number of Securities	Book Value	Market Value	Unrealized Loss
AAA	22	\$ 67,752	\$ 60,711	\$ (7,041)
Aa3	1	3,051	2,942	(109)
NR	1	1,140	1,125	(15)
<b>TOTAL</b>	<b>24</b>	<b>\$ 71,943</b>	<b>\$ 64,778</b>	<b>\$ (7,165)</b>

## Corporate Securities June 30, 2025

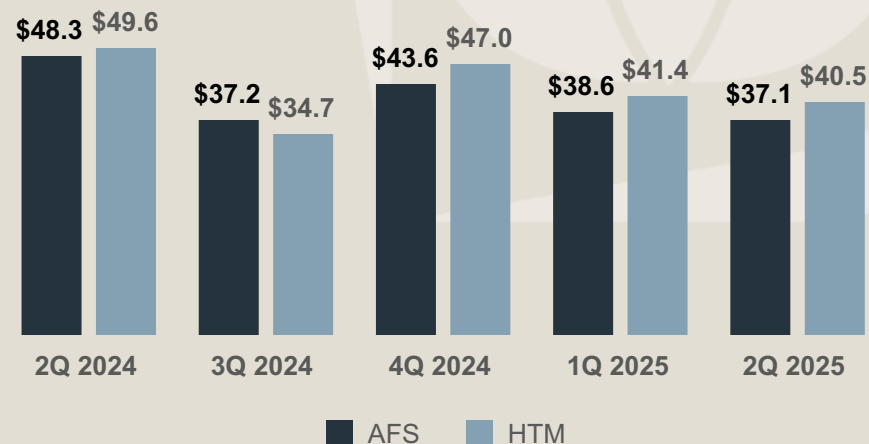
Type	Book Value	Market Value	Unrealized Loss
Bank Sub-Debt/TPS	\$ 37,659	\$ 33,913	\$ (3,746)
Other Corporates	13,151	12,024	(1,127)
<b>Total</b>	<b>\$ 50,810</b>	<b>\$ 45,937</b>	<b>\$ (4,873)</b>

# INVESTMENT SECURITIES

## AFS/HTM



## Unrealized Losses on Securities (in millions)



## Other Portfolio Metrics

As of:	Average Life	Effective Duration	Book Yield
6/30/2024	6.96	4.89	2.50%
9/30/2024	6.62	4.86	2.37%
12/31/2024	6.54	4.85	2.41%
3/31/2025	6.46	4.76	2.53%
6/30/2025	6.20	4.50	2.48%

Current base case assumptions and modeling suggest principal and interest cash flow from the investment portfolio estimated to be between \$20 million and \$26 million per quarter for the next 4 quarters

# INVESTMENT CONSIDERATIONS

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- Premier Southeast community bank located in growing markets
- Core deposit funded with minimal reliance on wholesale funding
- Diversified sources of revenue
- Improving earnings outlook as new business lines and markets mature
- Upside to tangible book value as unrealized losses improve
- Deep leadership bench with a proven track record
- Focused on scalability and efficiency
- Investing in technology and leveraging data for revenue growth
- Positioned to be the acquirer of choice in the southeast



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*Right here with you.*

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