



# EARNINGS PRESENTATION

## FOURTH QUARTER 2025



BRIDGEWATER BANCSHARES, INC.

# Disclaimer



## Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements include, without limitation, statements concerning plans, estimates, calculations, forecasts and projections with respect to the anticipated future performance of the Company. These statements are often, but not always, identified by words such as "may", "might", "should", "could", "predict", "potential", "believe", "expect", "continue", "will", "anticipate", "seek", "estimate", "intend", "plan", "projection", "would", "annualized", "target" and "outlook", or the negative version of those words or other comparable words of a future or forward-looking nature.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: interest rate risk, including the effects of changes in interest rates; effects on the U.S. economy resulting from actions taken by the federal government, including the threat or implementation of tariffs, immigration enforcement and changes in foreign policy; fluctuations in the values of the securities held in our securities portfolio, including as the result of changes in interest rates; business and economic conditions generally and in the financial services industry, nationally and within our market area, including the level and impact of inflation, and future monetary policies of the Federal Reserve and executive orders in response thereto, and possible recession; credit risk and risks from concentrations (including by type of borrower, geographic area, collateral and industry) within the Company's loan portfolio or large loans to certain borrowers (including commercial real estate ("CRE") loans); the overall health of the local and national real estate market; our ability to successfully manage credit risk; our ability to maintain an adequate level of allowance for credit losses on loans; new or revised accounting standards as may be adopted by state and federal regulatory agencies, the Financial Accounting Standards Board, Securities and Exchange Commission (the "SEC") or Public Company Accounting Oversight Board; the concentration of large deposits from certain clients, including those who have balances above current Federal Deposit Insurance Corporation insurance limits; our ability to successfully manage liquidity risk, which may increase our dependence on non-core funding sources such as brokered deposits, and negatively impact our cost of funds; our ability to raise additional capital to implement our business plan; our ability to implement our growth strategy and manage costs effectively; the composition of our senior leadership team and our ability to attract and retain key personnel; talent and labor shortages and employee turnover; the occurrence of fraudulent activity, breaches or failures of our or our third-party vendors' information security controls or cybersecurity-related incidents, including as a result of sophisticated attacks using artificial intelligence and similar tools or as a result of insider fraud; interruptions involving our information technology and telecommunications systems or third-party servicers; competition in the financial services industry, including from nonbank competitors such as credit unions, "fintech" companies and digital asset service providers; the effectiveness of our risk management framework; rapid technological changes implemented by us and other parties in the financial services industry, including third-party vendors, which may be more difficult to implement or more expensive than anticipated or which may have unforeseen consequence to us and our customers, including the development and implementation of tools incorporating artificial intelligence; the commencement, cost and outcome of litigation and other legal proceedings and regulatory actions against us; the impact of recent and future legislative and regulatory changes, domestic and foreign; risks related to climate change and the negative impact it may have on our customers and their businesses; the imposition of tariffs or other governmental policies impacting the global supply chain and the value of products produced by our commercial borrowers; severe weather, natural disasters, wide spread disease or pandemics, acts of war, military conflicts, or terrorism, changes in foreign relations, or other adverse external events, including ongoing conflicts in the Middle East, the Russian invasion of Ukraine and recent military activities in Venezuela; potential impairment to the goodwill the Company recorded in connection with acquisitions; risks associated with our integration of First Minnetonka City Bank ("FMCB"), including the possibility that the merger may be more difficult or expensive to integrate than anticipated and the effect of the merger on the Company's customer and employee relationships and operating results; changes to U.S. or state tax laws, regulations and governmental policies concerning the Company's general business, including changes in interpretation or prioritization of such rules and regulations; the impact of bank failures or adverse developments at other banks and related negative publicity about the banking industry in general on investor or depositor sentiment regarding the stability and liquidity of banks; and any other risks described in the "Risk Factors" sections of reports filed by the Company with the SEC.

Any forward-looking statement made by us in this presentation is based only on information currently available to us and speaks only as of the date on which it is made. The Company undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise. Certain of the information contained in this presentation is derived from information provided by industry sources. Although the Company believes that such information is accurate and that the sources from which it has been obtained are reliable, the Company cannot guarantee the accuracy of, and have not independently verified, such information.

## Use of Non-GAAP financial measures

In addition to the results presented in accordance with U.S. General Accepted Accounting Principles ("GAAP"), the Company routinely supplements its evaluation with an analysis of certain non-GAAP financial measures. The Company believes these non-GAAP financial measures, in addition to the related GAAP measures, provide meaningful information to investors to help them understand the Company's operating performance and trends, and to facilitate comparisons with the performance of peers. These disclosures should not be viewed as a substitute for operating results determined in accordance with GAAP, nor are they necessarily comparable to non-GAAP performance measures that may be presented by other companies. Reconciliations of non-GAAP disclosures to the comparable GAAP measures are provided in this presentation.

# 4Q25 Earnings Highlights



	Diluted EPS	Return on Average Assets	Return on Avg. Tangible Common Equity <sup>1</sup>	Efficiency Ratio <sup>1</sup>	Nonperforming Assets to Total Assets
<b>Reported</b>	<b>\$0.43</b>	<b>0.97%</b>	<b>11.53%</b>	<b>51.6%</b>	<b>0.41%</b>
<b>Adjusted<sup>1</sup></b>	<b>\$0.44</b>	<b>0.99%</b>	<b>11.72%</b>	<b>50.7%</b>	

---

**NIM Expansion and Revenue Growth**

- Net interest income increased \$1.6M, or 4.7%, from 3Q25
- Net interest margin (NIM) of 2.75%, up 12 bps from 3Q25; core NIM<sup>1</sup> of 2.62%, up 10 bps from 3Q25
- Noninterest income increased \$1.1M, or 52.7%, from 3Q25
- Efficiency ratio<sup>1</sup> of 51.6%, down from 54.7% in 3Q25; adjusted efficiency ratio<sup>1</sup> of 50.7%, down from 53.2% in 3Q25

---

**Robust Core Deposit and Loan Growth**

- Deposit balances increased \$28M, or 2.6% annualized, from 3Q25; core deposit<sup>2</sup> balances increased \$73M, or 8.8% annualized
- Loan balances increased \$95M, or 8.9% annualized, from 3Q25
- FY25 total deposit growth of 5.7%; core deposit<sup>2</sup> growth of 7.9%; and loan growth of 11.4%

---

**Strong Asset Quality Profile**

- Annualized net charge-offs to average loans of 0.11% vs. 0.03% in 3Q25; FY25 net charge-offs of 0.04% vs. 0.03% in FY24
- Nonperforming assets to total assets of 0.41%, up from 0.19% in 3Q25
- Well-reserved with allowance to total loans of 1.31%, down 3 bps from September 30, 2025

---

**Focus on Creating Shareholder Value**

- Book value per share of \$16.23, up 15.5% annualized from 3Q25
- Tangible book value per share<sup>1</sup> of \$15.55, up 16.5% annualized from 3Q25; up 15.3% from 4Q24
- Common Equity Tier 1 Ratio of 9.17%, up from 9.08% at September 30, 2025

---

**Non-Core Items**

- FMCB merger-related expenses of \$346K
- Sold \$15.9M of securities for a gain of \$80K

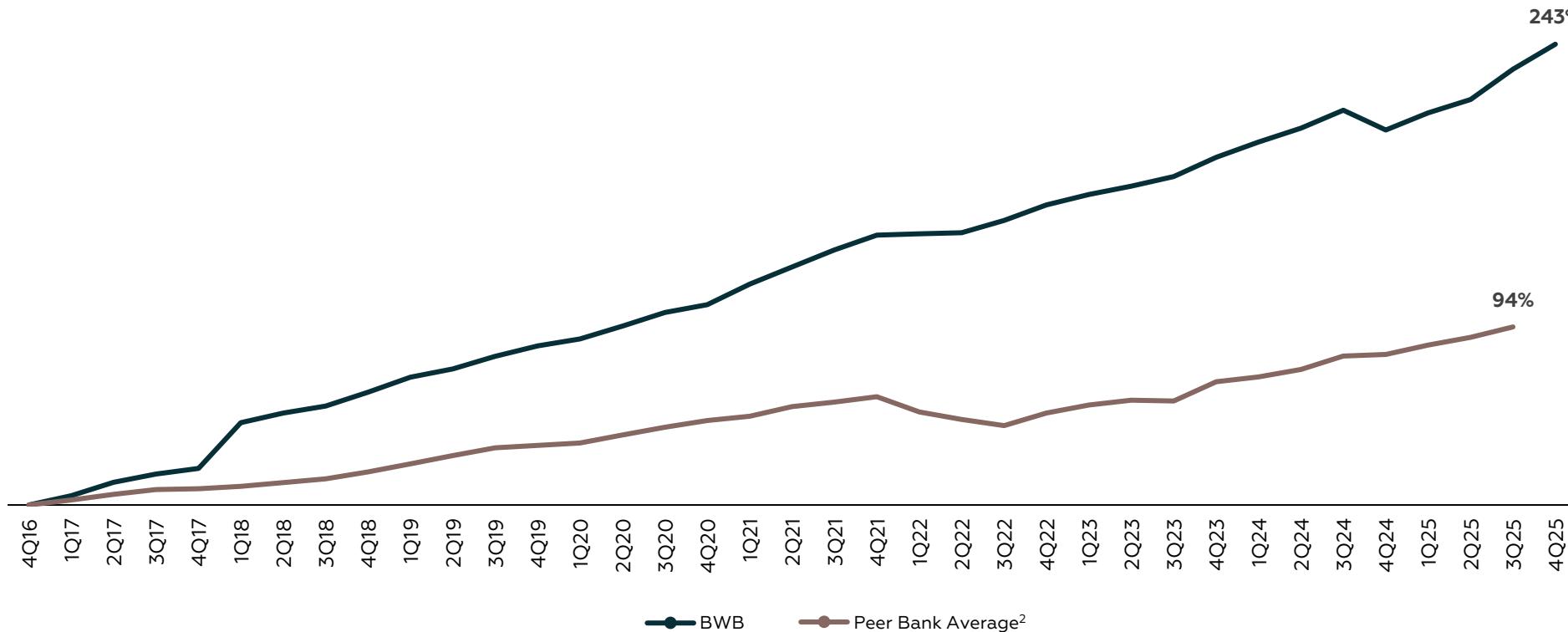
<sup>1</sup> Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation

<sup>2</sup> Core deposits are defined as total deposits less brokered deposits and certificates of deposit greater than \$250,000

# Consistent Tangible Book Value Per Share Outperformance



**Tangible Book Value Per Share<sup>1</sup> Growth Resumed in 2025 Following the Acquisition of First Minnetonka City Bank in 4Q24**



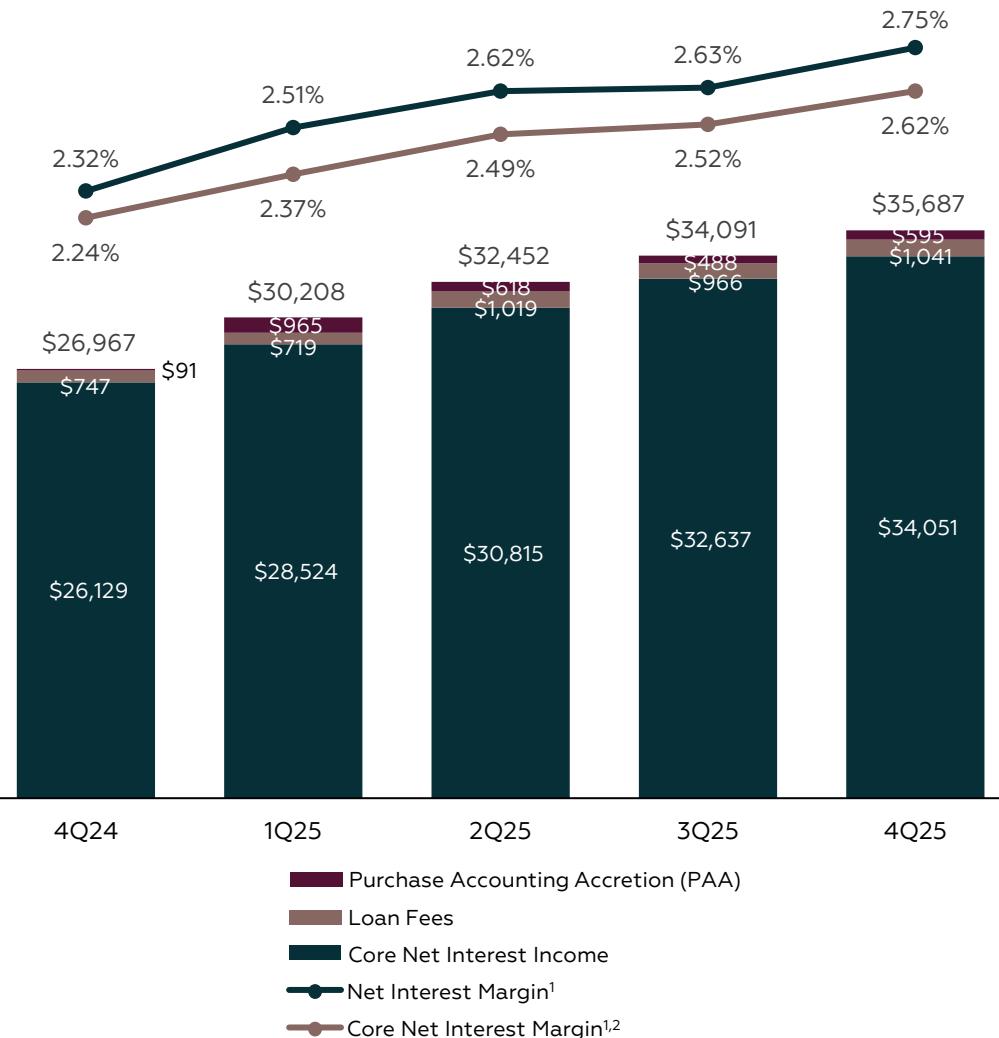
<sup>1</sup> Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation

<sup>2</sup> Includes publicly-traded banks on major exchanges with total assets between \$3 billion and \$10 billion as of September 30, 2025 with growth rate through 3Q25 (Source: S&P Capital IQ)

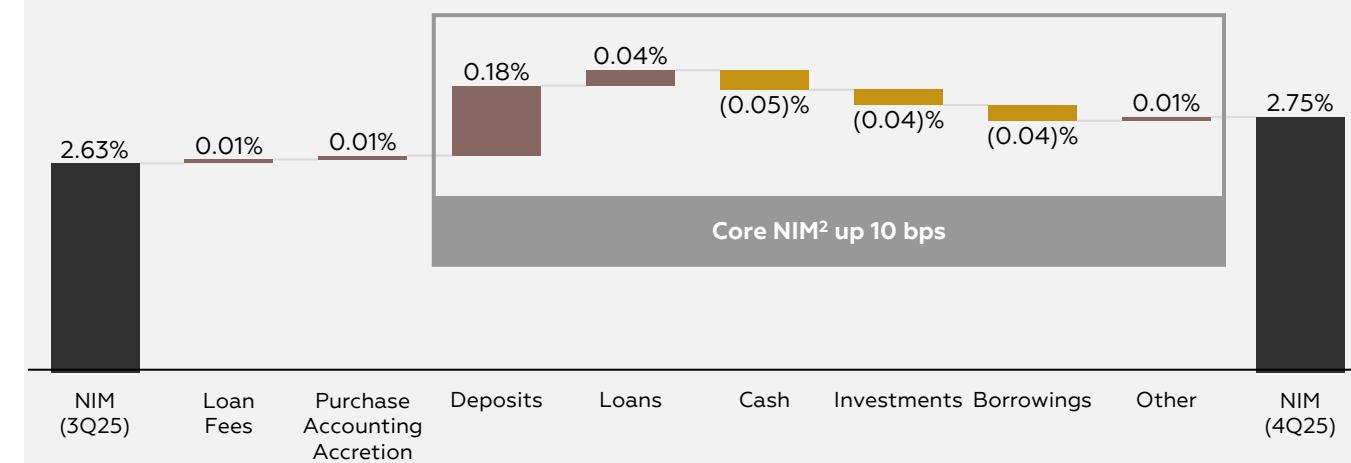
# NIM Expansion and Net Interest Income Growth



## Net Interest Income and Margin Trends



## Net Interest Margin Roll-forward



## 4Q25 Net Interest Income / Net Interest Margin Commentary

### Net Interest Income

- Net interest income growth of 5% from 3Q25, driven by strong net interest margin expansion
- Included \$595K of purchase accounting accretion income
- Higher loan fees as loan payoffs increased from 3Q25

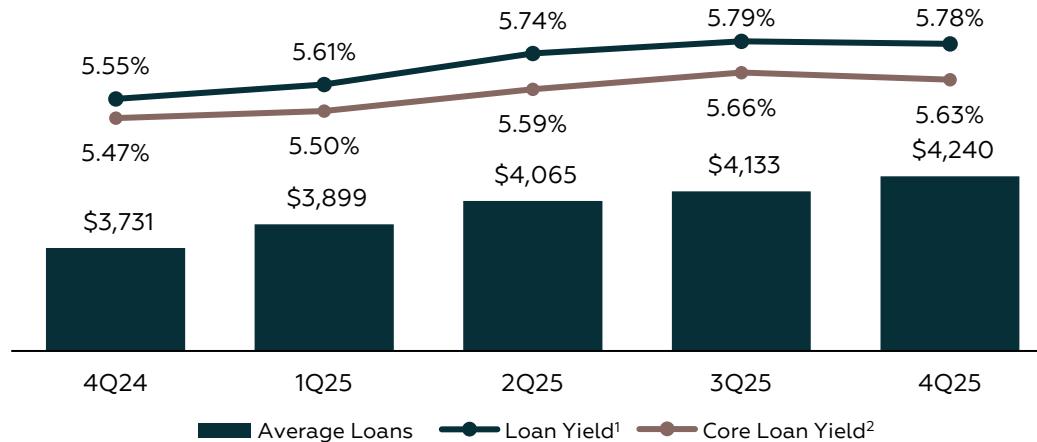
### Net Interest Margin

- NIM increased 12 bps in 4Q25 as deposit costs improved meaningfully
- Path to a 3.00% NIM by the end of 2026

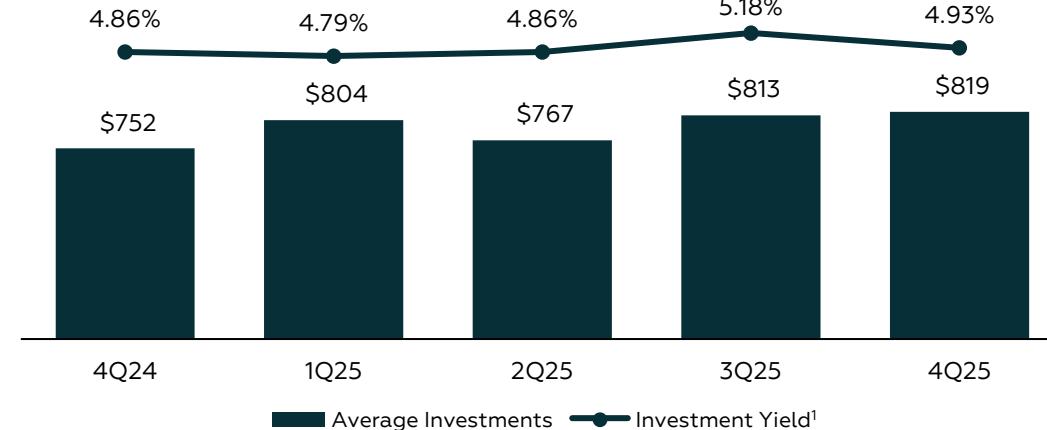
# Deposit Costs Decline as Loan Yields Stabilize



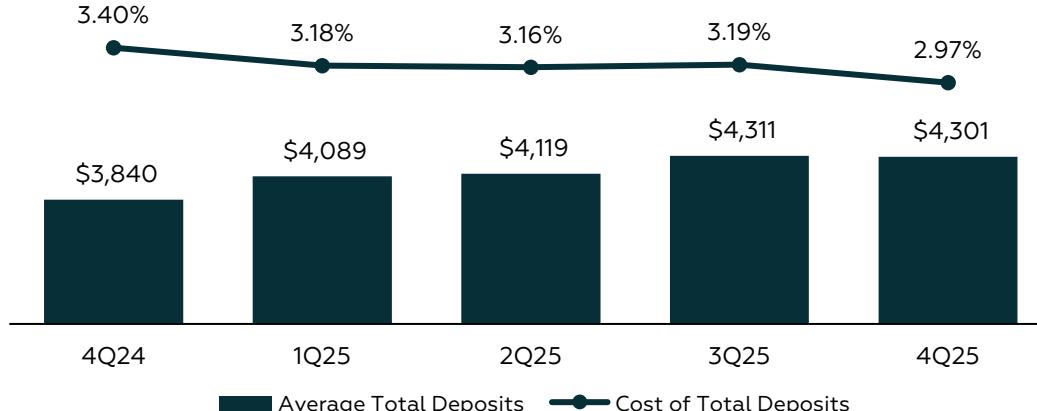
## Loans Yields Hold Flat Despite Recent Rate Cuts



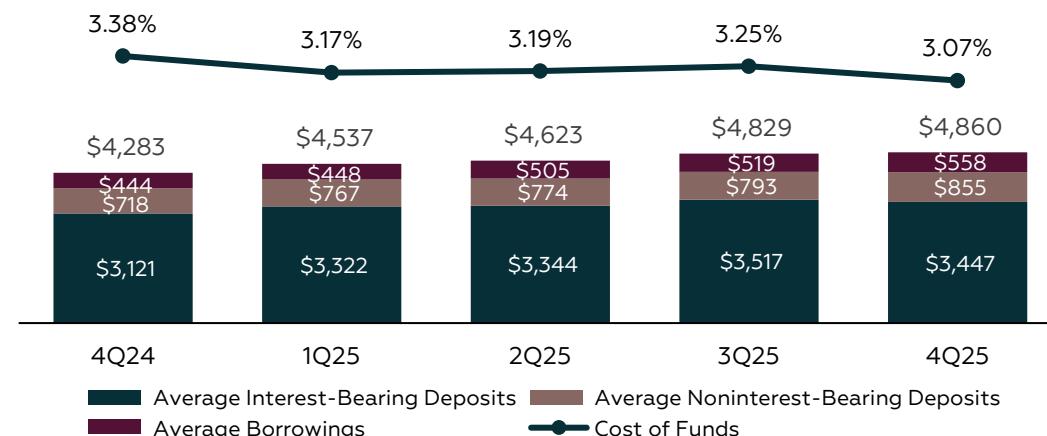
## High-Yielding Securities Portfolio



## Deposit Costs Decline Following Recent Rate Cuts



## Total Funding Costs Improve



<sup>1</sup> Amounts calculated on a tax-equivalent basis using statutory federal tax rate of 21%

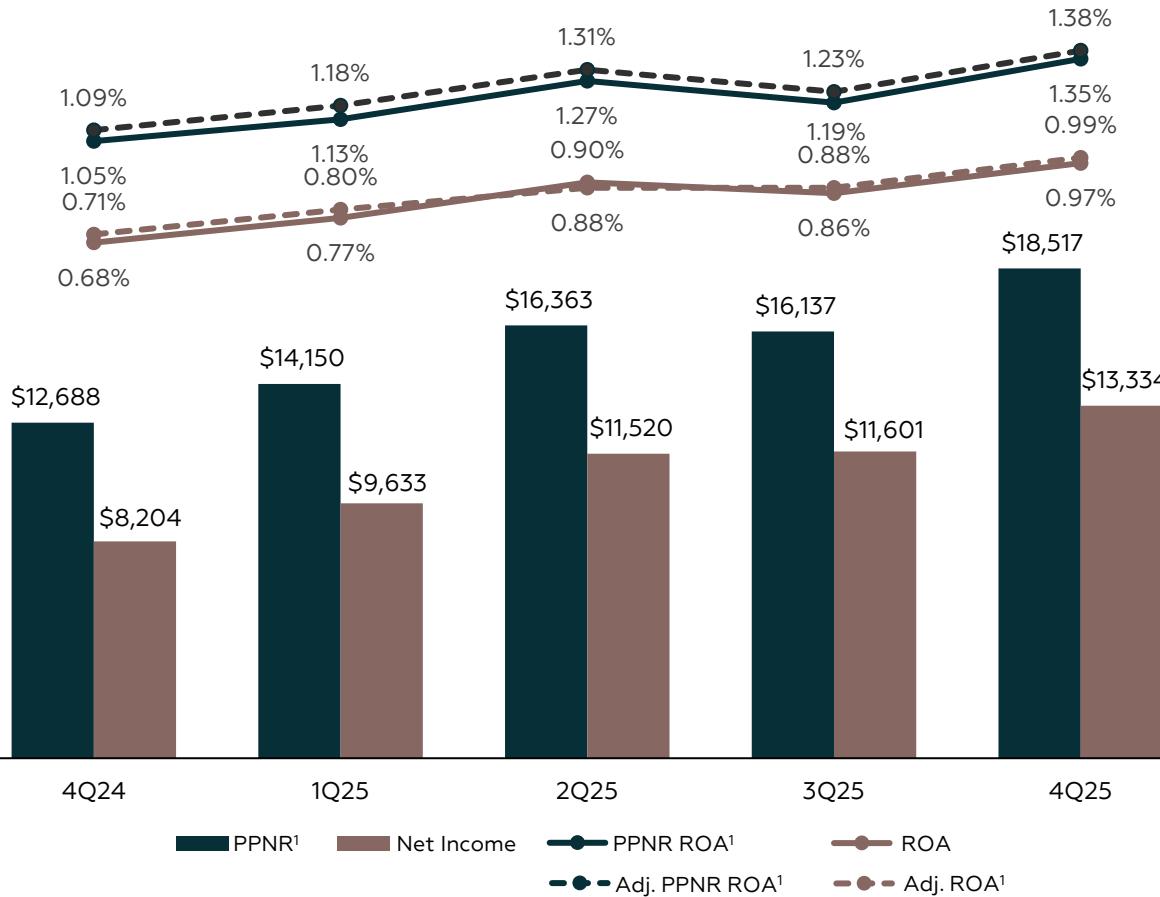
<sup>2</sup> Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation

Dollars in millions

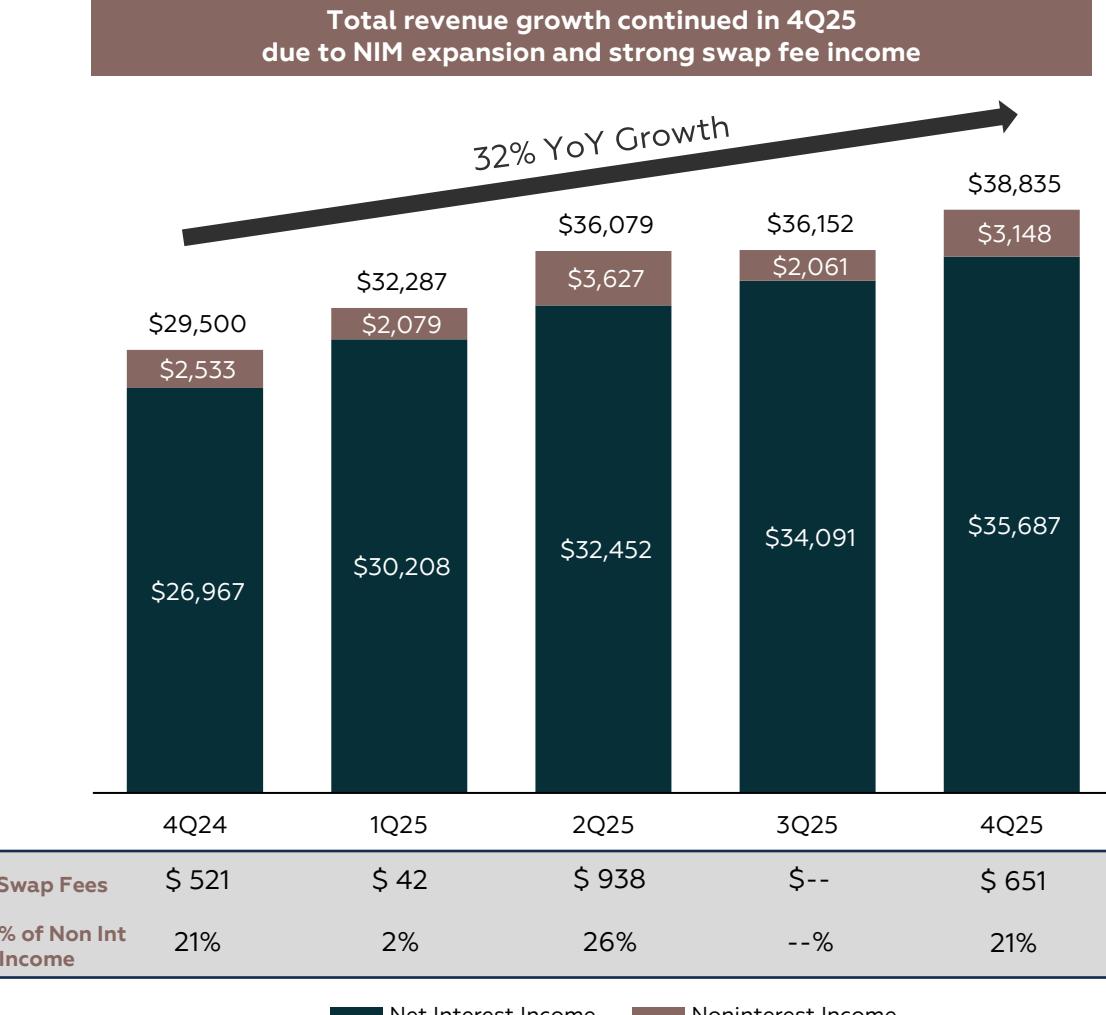
# Strong Revenue and Profitability Trends Continue



## Pre-Provision Net Revenue (PPNR)<sup>1</sup> Growth



## Strong Revenue Growth



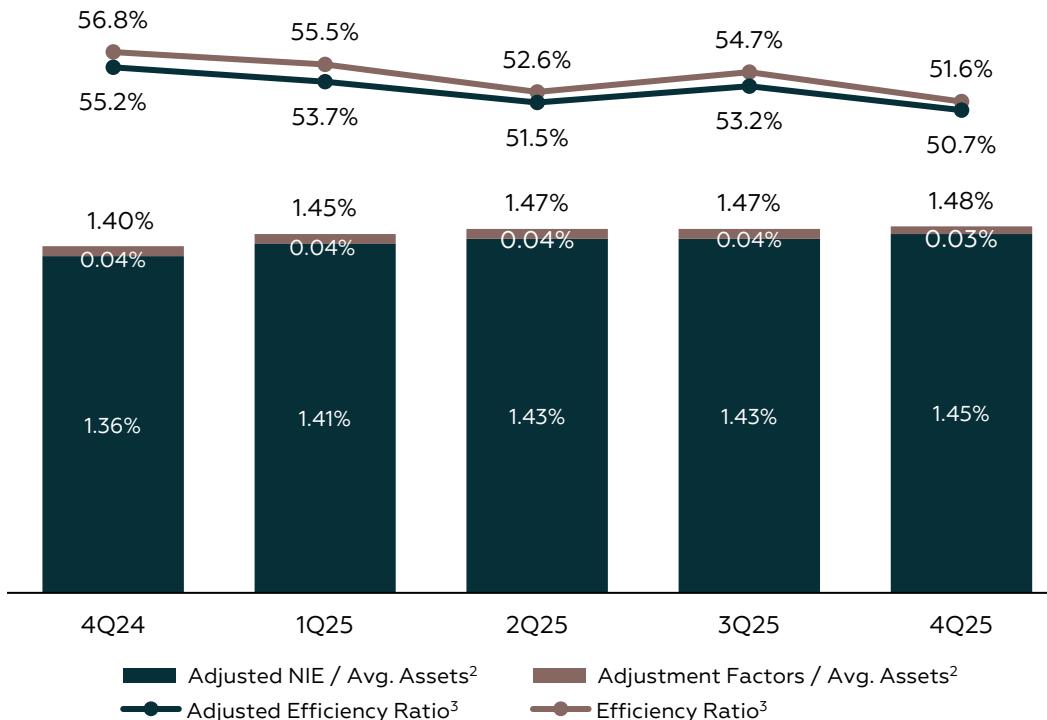
<sup>1</sup> Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation  
Dollars in thousands

# A Highly Efficient Business Model



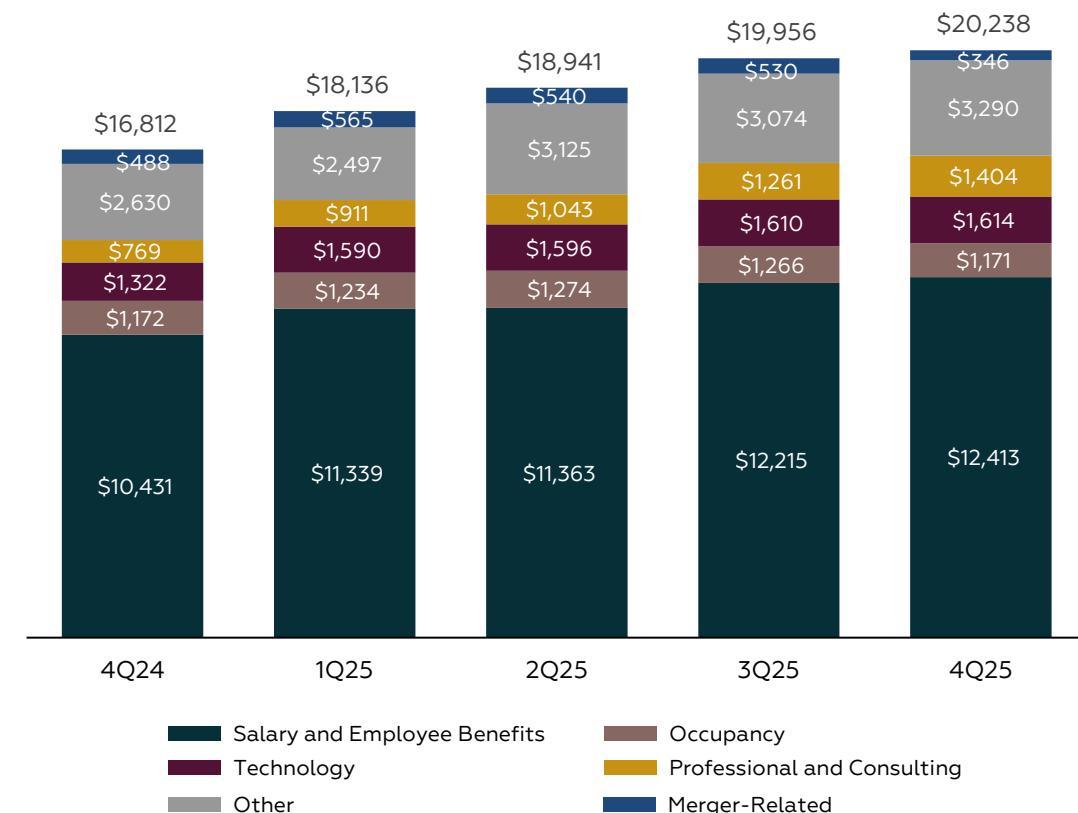
## Improving Efficiency Ratio

Peer median efficiency ratio of 57%<sup>1</sup> in 3Q25



## Well Managed Expense Growth

Expense growth returns to more normalized level following FMCB systems conversion in 3Q25



<sup>1</sup> Includes publicly-traded banks on major exchanges with total assets between \$3 billion and \$10 billion as of September 30, 2025 (Source: S&P Capital IQ)

<sup>2</sup> Annualized

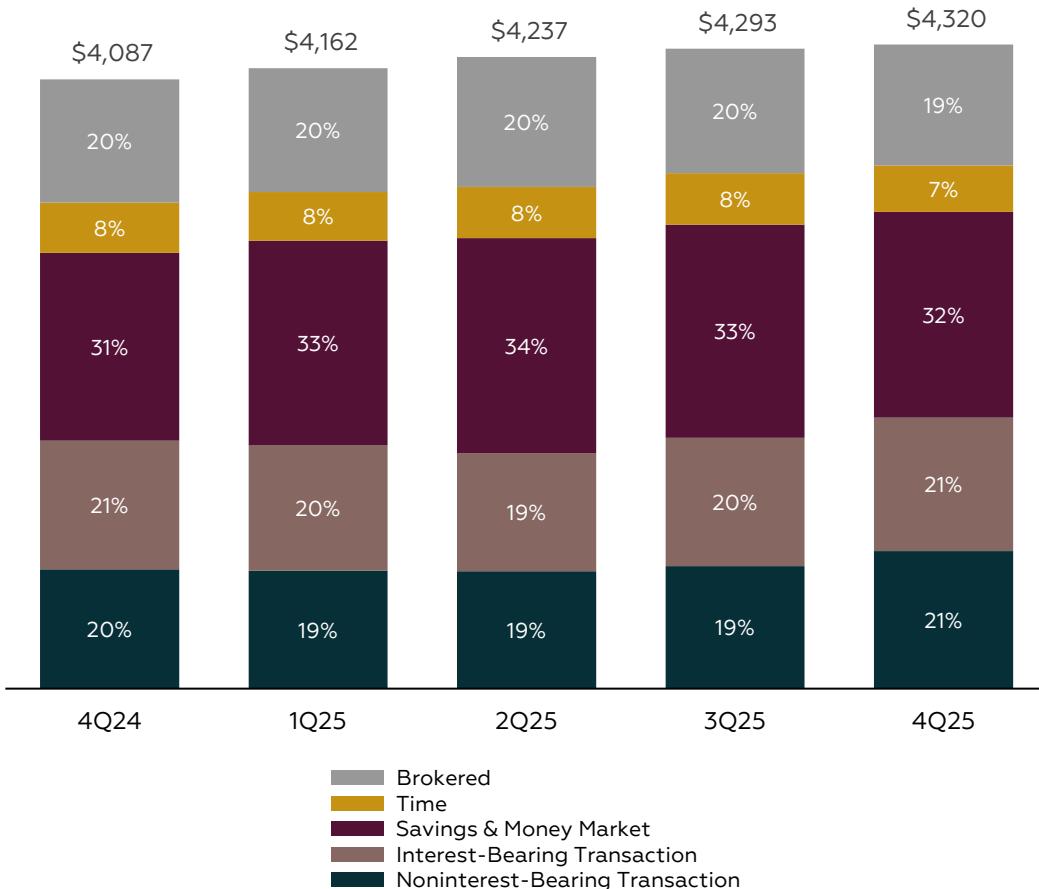
<sup>3</sup> Represents a Non-GAAP financial measure. See Appendix for Non-GAAP reconciliation

Dollars in thousands

# Continued Core Deposit Momentum



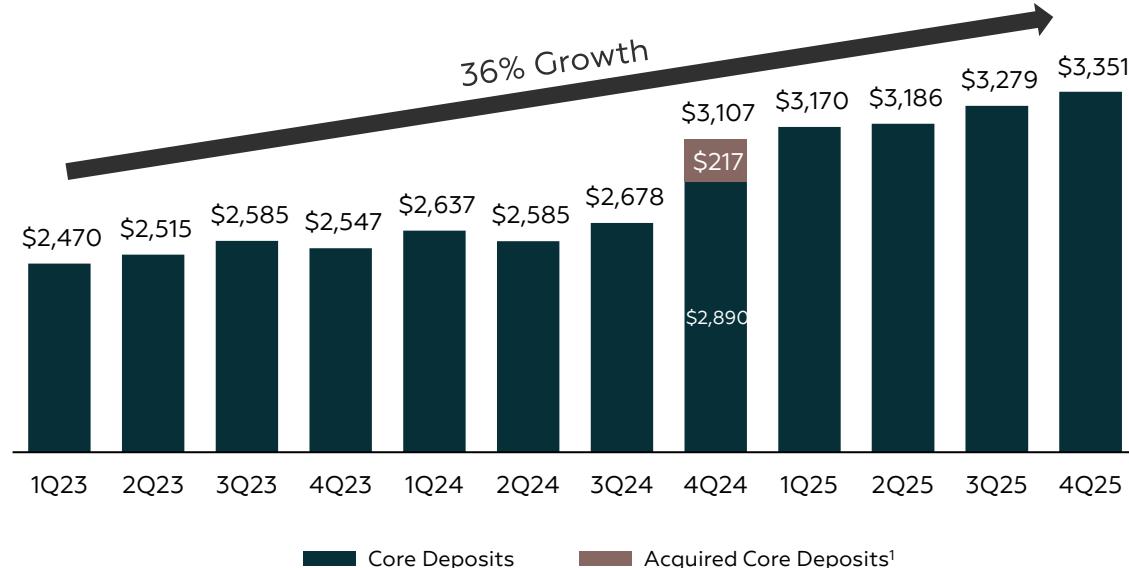
## Improved Deposit Mix



## Strong Core Deposit Growth Trends Support Loan Growth Outlook

- 4Q25 deposit growth of \$28M, or 2.6% annualized (5.7% for FY25)
- 4Q25 core deposit growth<sup>1</sup> of \$73M, or 8.8% annualized (7.9% for FY25)
- Improved deposit mix as noninterest bearing transaction deposits increased \$100M from 3Q25 while brokered deposits decreased \$24M
- Core deposit growth not always linear due to nature of the deposit base

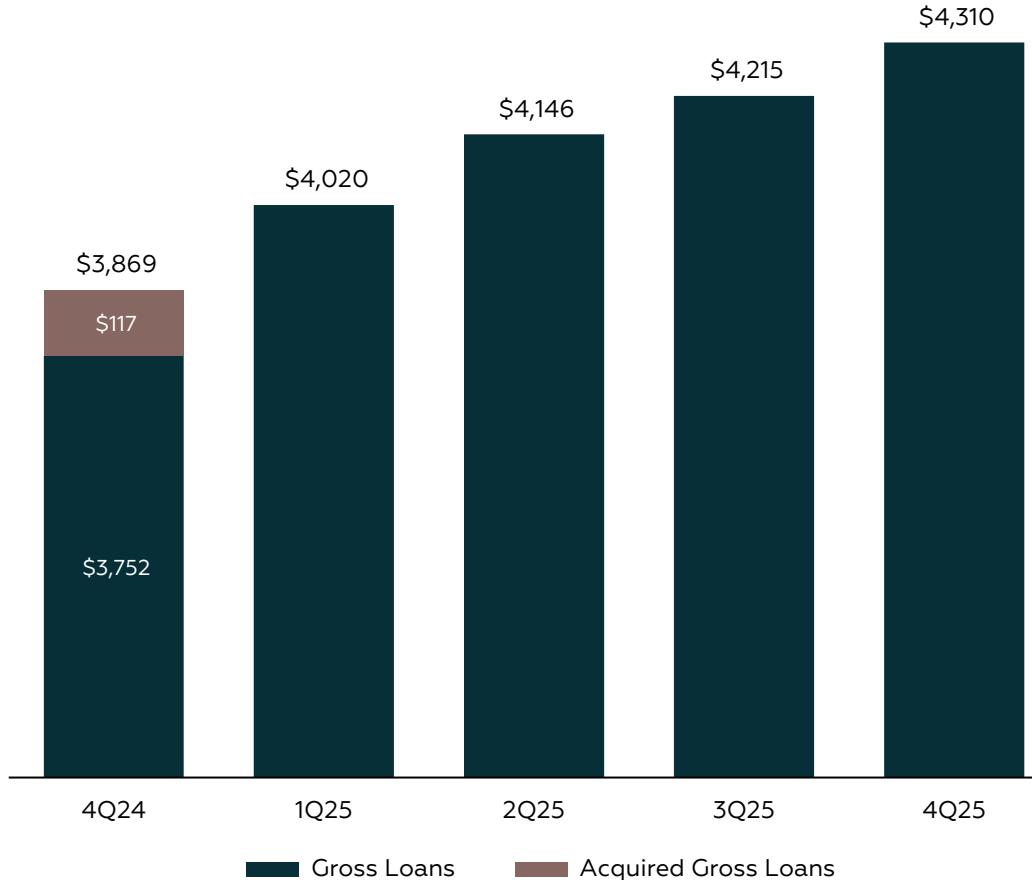
## Positive Core Deposit<sup>1</sup> Growth Momentum Over Time



# Robust Loan Growth Trends Continue



## Proven Track Record of Generating Robust Loan Growth



## Loan Growth Aligning With Expectations

- 4Q25 loan growth of \$95M, or 8.9% annualized
- FY25 loan growth of \$441M, or 11.4%
- Loan demand and pipeline remain strong
- Loan-to-deposit ratio of 99.7%, within the 95% to 105% target range

## Loan Growth Outlook

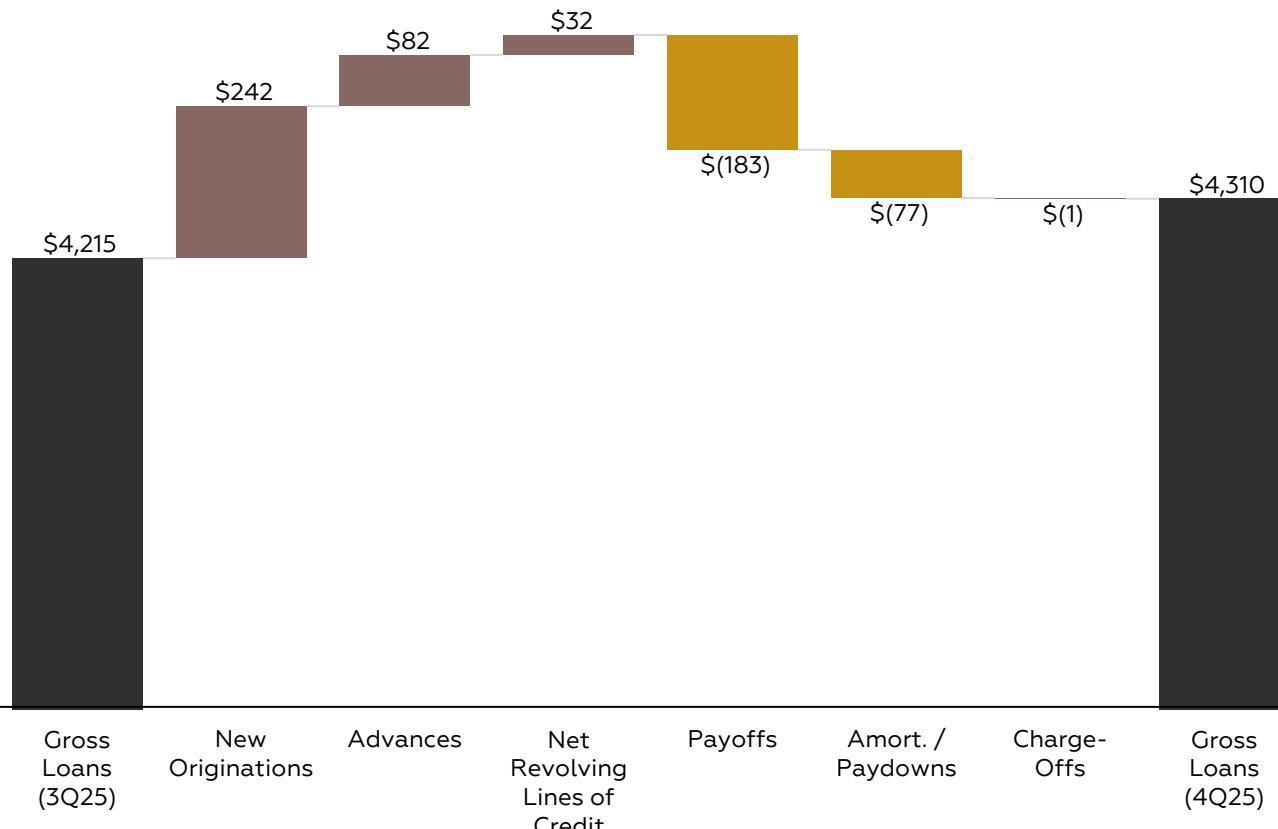
Near-term loan growth will depend on a variety of factors, including:

- **Market and economic conditions** – economic uncertainty including the interest rate environment
- **Loan demand** – M&A disruption and strong pipelines to support near-term growth, but economic uncertainty and increased competition could impact demand going forward
- **Loan payoffs and paydowns** – pace of loan payoffs will continue to impact loan growth
- **Core deposit growth** – pace of core deposit growth will be a governor on loan growth as we look to remain within our target loan-to-deposit ratio range

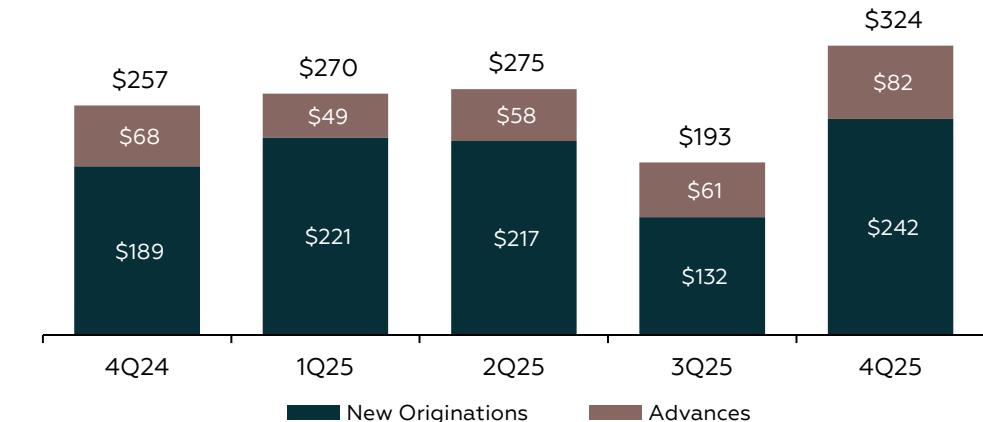
# Loan Originations and Payoffs Increase



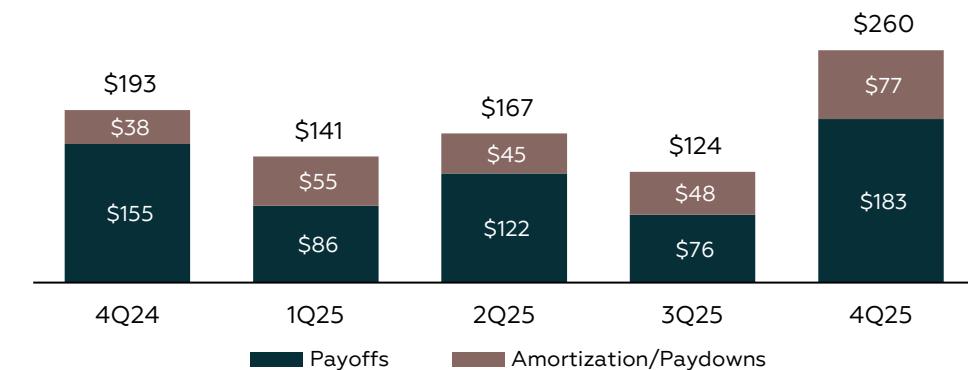
## 4Q25 Loan Growth Roll-forward



## Strong Loan Pipeline Translating into New Originations



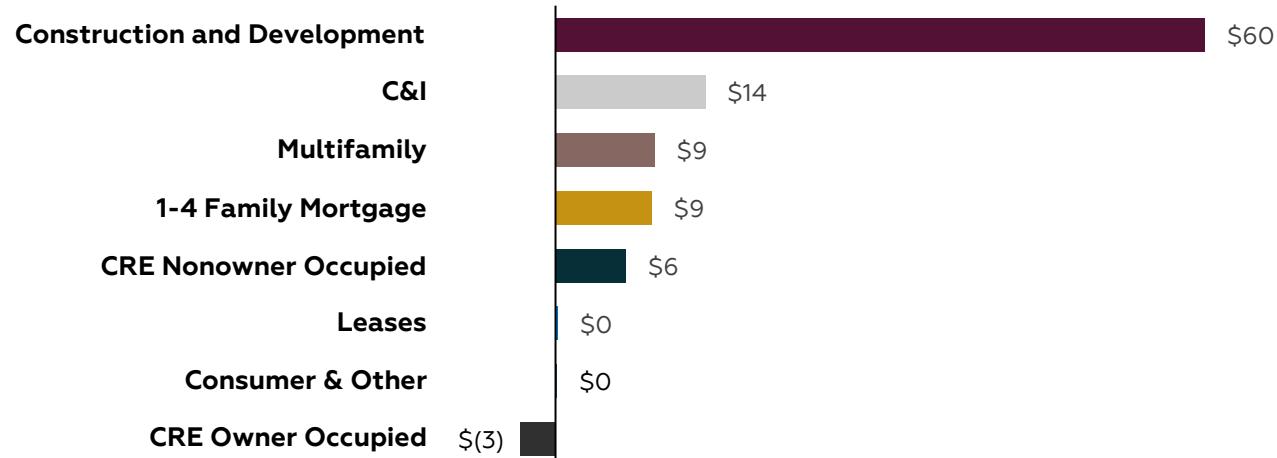
## Increased Loan Payoff Activity



# Well-Diversified Loan Portfolio with Multifamily Expertise

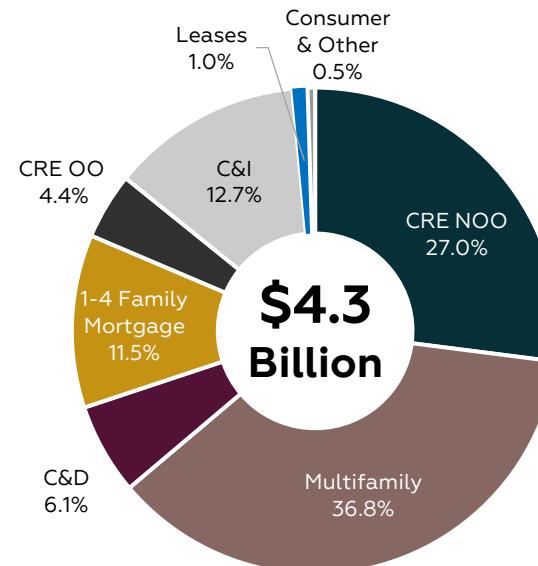


## 4Q25 Loan Growth by Type (vs. 3Q25)



- Increased construction and development commitments over the past several quarters have resulted in renewed balance sheet growth in 2025
- Remain comfortable with the diversity of the loan portfolio, including CRE and multifamily concentrations, given portfolio performance and expertise

## Loan Mix by Type



## National Affordable Housing Expertise

- Affordable housing vertical grew \$41M, or 27% annualized, during 4Q25 with balances spread across the multifamily, construction and development, and C&I portfolios
  - \$652M** affordable housing portfolio (**\$464M** within multifamily portfolio)
  - 29%** growth in 2025
  - 33%** of the portfolio located outside of Minnesota

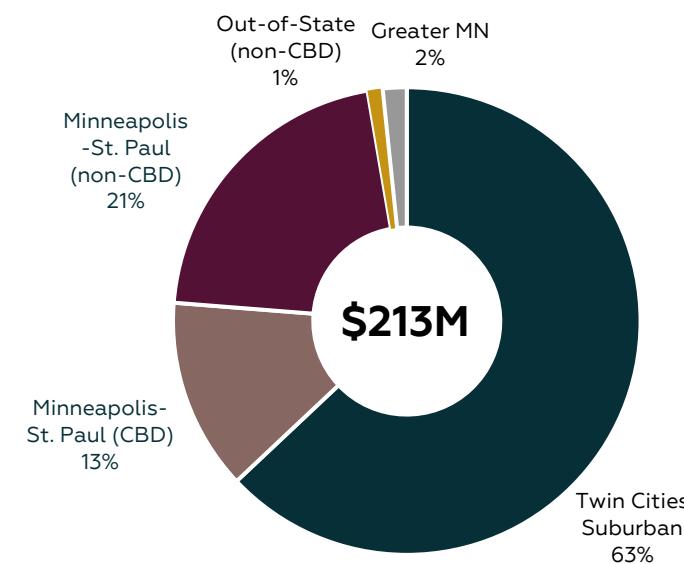
Strong Multifamily Track Record			
Loan Balances	Average Loan Size	Weighted Average LTV	NCOs (since 2005)
<b>\$1.6B</b>	<b>\$3.3M</b>	<b>67%</b>	<b>\$62K</b>

Well-Managed CRE NOO Office Portfolio <sup>1</sup> With Limited CBD Exposure		
Percent of Total Loans	Average Loan Size	Weighted Average LTV
<b>4.9%</b>	<b>\$2.4M</b>	<b>63%</b>

## Multifamily Lending Focus in Stable Twin Cities Market

- Bank of choice in the Twin Cities with expertise and differentiated service model
- Greater tenant diversification compared to other asset classes
- Positive market trends with reduced vacancy rates, strong absorption, and slower construction = favorable outlook for occupancy and rent growth
- Market catalysts include relative affordability, steady population growth, low unemployment, strong wages, and shortage of single-family housing

## CRE NOO Office by Geography



- Majority of CRE NOO office exposure in the Twin Cities suburbs
- Only 4 loans totaling \$28M located in Minnesota CBDs
- Only 3 loans totaling \$2M outside of Minnesota (non-CBD), consisting of projects for existing local clients

<sup>1</sup> Excludes medical office of \$91 million

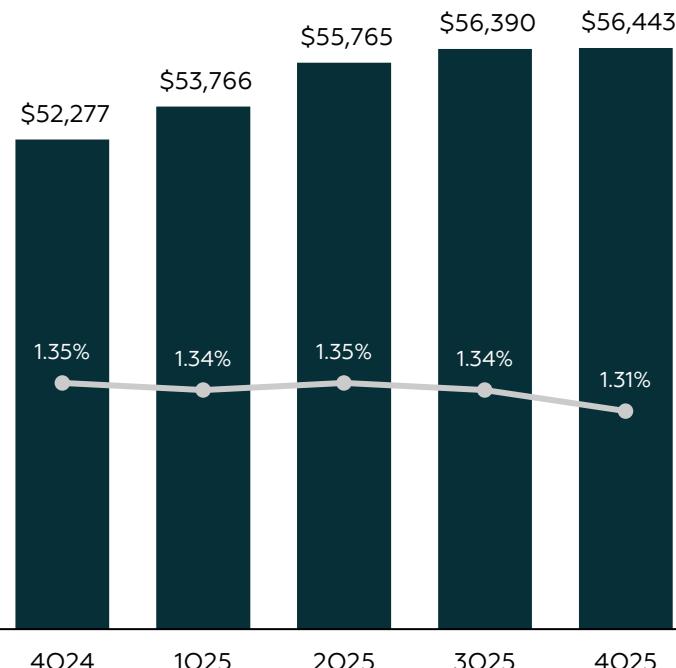
Data as of December 31, 2025

# Asset Quality Remains Strong



## Allowance for Credit Losses

Well-reserved compared to peer median  
ACL/Loans of 1.18%<sup>1</sup>



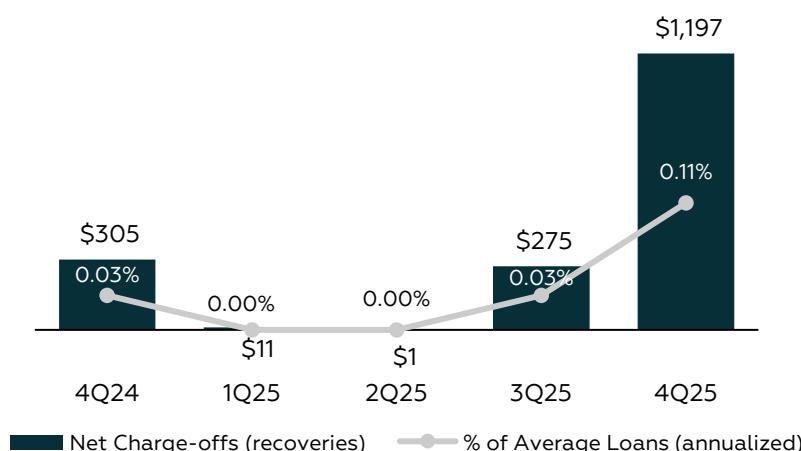
## Nonperforming Assets<sup>2</sup>

NPAs remain at relatively low levels



## Net Charge-Offs

FY25 NCOs of 0.04%  
compared to 0.03% in FY24



<sup>1</sup> Includes publicly-traded banks on major exchanges with total assets between \$3 billion and \$10 billion as of September 30, 2025 (Source: S&P Capital IQ)

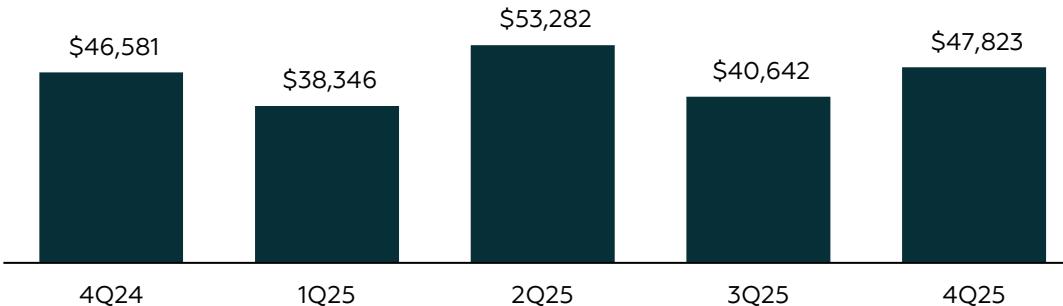
<sup>2</sup> Nonaccrual loans plus loans 90 days past due and still accruing and foreclosed assets

Dollars in thousands

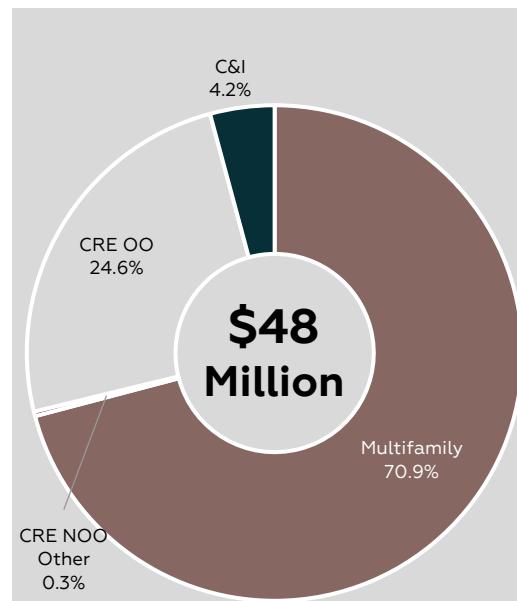
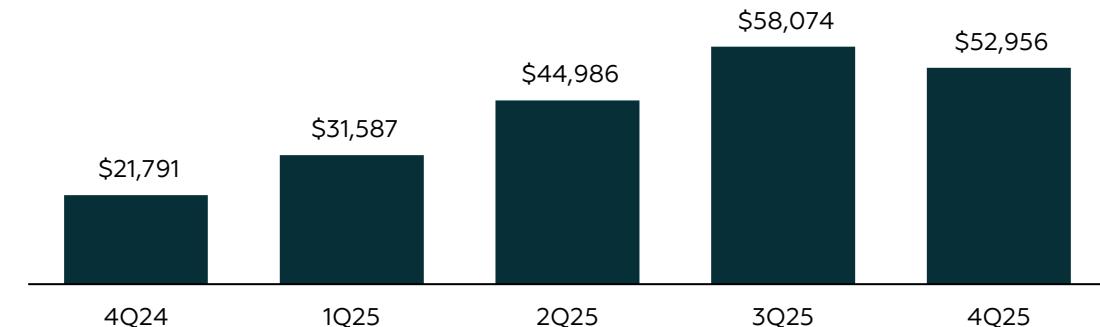
# Manageable Levels of Watch/Special Mention and Substandard



## Watch/Special Mention List Loans



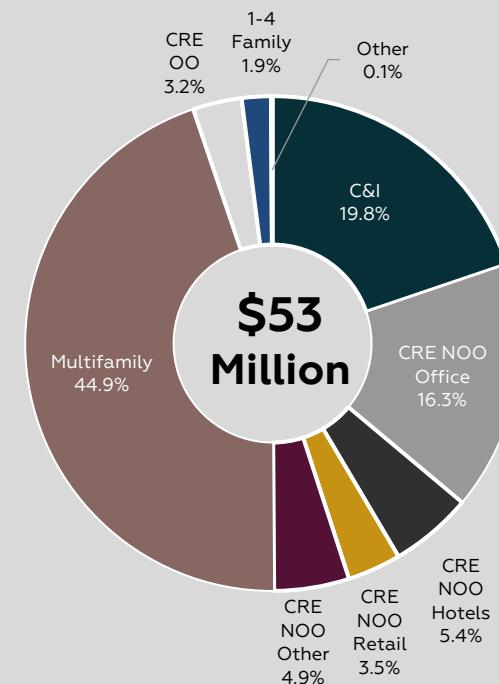
## Substandard Loans



### Watch/Special Mention Characteristics

Loan Balances Outstanding	\$47,823
% of Total Loans, Gross	1.1%
Number of Loans	19
Average Loan Size	\$2,517
% of Bank Risk-Based Capital	7.5%

Dollars in thousands



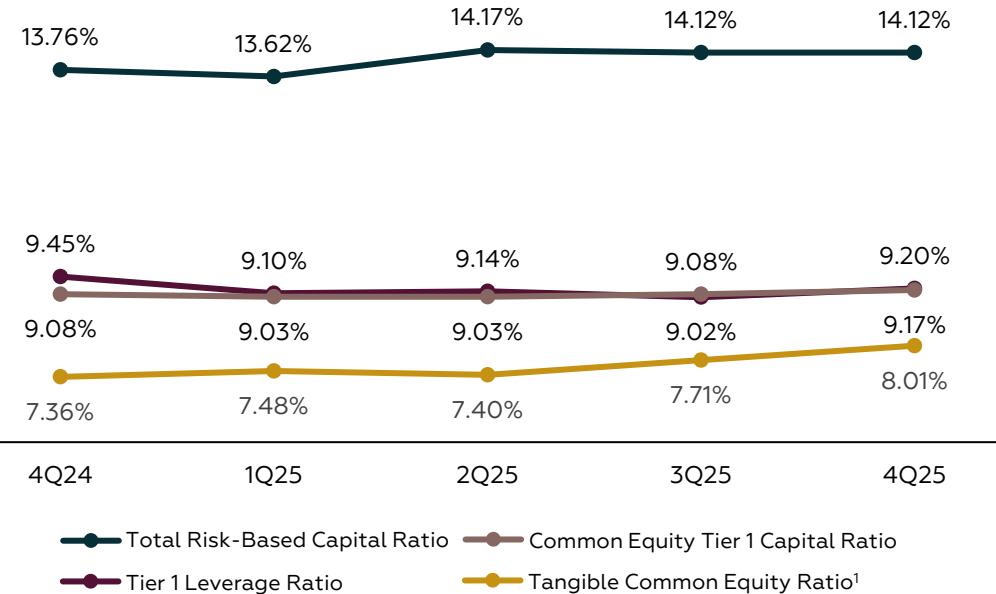
### Substandard Characteristics

Loan Balances Outstanding	\$52,956
% of Total Loans, Gross	1.2%
Number of Loans	19
Average Loan Size	\$2,787
% of Bank Risk-Based Capital	8.3%

# Comfortable Capital Position to Support Growth



## Capital Ratios Stabilize Following Acquisition



## Recent Capital Actions

- No share repurchases in 4Q25
- \$13.1M remaining under current share repurchase authorization as of December 31, 2025

## Capital Allocation Priorities

1

### Organic Growth

Drive profitability by supporting a proven organic loan growth engine

2

### M&A

Review and evaluate M&A opportunities that complement BWB's business model

3

### Share Repurchases

Opportunistically return capital to shareholders by buying back stock based on valuation, capital levels, and other uses of capital

4

### Dividends

Have not historically paid a common stock dividend given loan growth opportunities

## Balance Sheet Growth

- High single digit loan growth over the course of the year, dependent on the pace of core deposit growth
- Focus on profitable growth while aligning loan growth with core deposit growth over time
- Target loan-to-deposit ratio between 95% and 105%

---

## Net Interest Margin

- Path to a 3.00% net interest margin by the end of 2026
- Dependent on pace of additional rate cuts and shape of the yield curve (assumes no rate cuts in 2026)
- Continued net interest income growth due to NIM expansion and loan growth outlook

---

## Expenses

- Noninterest expense growth in line with asset growth over time
- Continued investments in people and technology initiatives
- Alignment of provision expense with loan growth and overall asset quality

---

## Capital Levels

- Maintain stable capital levels in the current environment given the stronger growth outlook
- Ongoing evaluation of potential share repurchases based on valuation, capital levels, and other uses of capital

# 2026 Strategic Priorities



## Optimize Levels of Profitable Growth

- Leverage elevated loan demand and pipelines to drive organic loan growth
- Continue to align loan growth with core deposit growth over time
- Drive NIM expansion in the lower interest rate environment
- Maintain strong credit quality through consistent underwriting standards and active credit oversight

## Continue to Gain Loan and Deposit Market Share

- Take local deposit and loan market share by being the bank-of-choice for clients wanting to bank local in the Twin Cities
- Expand expertise and capacity across targeted verticals, such as affordable housing, women business leaders, nonprofits, and SBA
- Leverage marketplace disruption in the Twin Cities to attract new clients and top talent
- Evaluate M&A opportunities that support our business model and growth outlook

## Expand Reach of the Affordable Housing Vertical

- Leverage affordable housing expertise to grow client base across the Twin Cities and nationally
- Enhance our national presence as an affordable housing lender while building infrastructure for long-term growth
- Expand and enhance perm product offering to drive additional loan and swap fee income
- Continue to earn strong core deposits through affordable housing transactions

## Leverage Technology to Support Business Growth

- Leverage recent technology investments to support growth and enhance workflow efficiencies
- Develop AI strategies to enhance operational efficiencies, strengthen client relationships, and empower team members
- Modernize core banking for scalable growth with open architecture and easy access to third party services
- Expand investment in digital products to improve the client experience

# APPENDIX

# 2025 Strategic Priorities



## Return to More Normalized Levels of Profitable Growth

- Well positioned given efforts to optimize the balance sheet in 2024, including strong core deposit growth and reduced loan-to-deposit ratio
- Leverage increased loan demand due to the more favorable interest rate environment
- Continue to align loan growth with core deposit growth over time
- Maintain strong credit quality through consistent underwriting standards and active credit oversight

## Continue to Gain Loan and Deposit Market Share

- Utilize the expanded branch footprint, including acquisition of FMCB and anticipated 2026 opening of a de novo branch in Lake Elmo, MN
- Focus on expanding targeted verticals, including affordable housing, women business leaders, and cannabis
- Leverage affordable housing expertise to grow client base across the Twin Cities and nationally
- Leverage marketplace disruption in the Twin Cities to attract new clients and top talent

## Leverage Technology to Support Business Growth

- Implement upgraded retail and small business online banking solution
- Optimize recent technology investments, including the nCino commercial loan origination system and new CRM platform, as well as new AI tools to create efficiencies and enhance the client experience

## Execute on M&A Integration and Readiness Initiatives

- Successfully complete systems integration of FMCB
- Evaluate additional M&A opportunities that support BWB's business model and growth outlook
- Leverage recent M&A experience to optimize readiness and execution of future M&A opportunities

## Full Year 2025 Actions

- Loan growth of 11.4%
- Core deposit growth<sup>1</sup> of 7.9%

- Deposit market share in the Twin Cities increased from 1.54% in 2024 to 1.84% in 2025<sup>2</sup>
- Affordable housing growth of \$145M, or 28.5%

- Successfully upgraded retail and small business online banking platform in 3Q25

- Successfully completed FMCB systems conversion in 3Q25
- Closure in December 2025 of one branch acquired from FMCB

<sup>1</sup>Core deposits are defined as total deposits less brokered deposits and certificates of deposit greater than \$250,000

<sup>2</sup>Source: FDIC (data as of June 30<sup>th</sup>)

# Interest Rate Sensitivity



## Estimated Change in NII From Immediate Interest Rate Shocks

**Liability-sensitive balance sheet well positioned for lower interest rates and a steepening yield curve**

	4Q24	1Q25	2Q25	3Q25	4Q25
+200 bps	(3.1)%	(5.3)%	(2.4)%	(4.9)%	(2.8)%
+100 bps	(1.7)%	(2.7)%	(1.3)%	(2.7)%	(1.4)%
-100 bps	+3.1%	+4.0%	+3.1%	+4.4%	3.7%
-200 bps	+6.7%	+8.8%	+7.2%	+10.5%	9.4%

## Loan Portfolio Considerations

- Loan portfolio most sensitive to changes in the 3- to 5-year portion of the yield curve
- Loan portfolio to reprice higher even in a rates-down environment given larger fixed-rate portfolio and smaller variable-rate portfolio
- \$742M of fixed- and adjustable-rate loans scheduled to reprice over the next year
- Leveraged prepayment penalties on new loan originations to help maintain benefit of higher rates over time

## Funding Considerations

- Deposit base is more sensitive to changing interest rates
- Strong momentum in core deposit growth since March 2023
- Continue to supplement core deposits with wholesale funding to support loan growth over time
- Brokered deposits generally include call options to protect net interest margin as interest rates decline

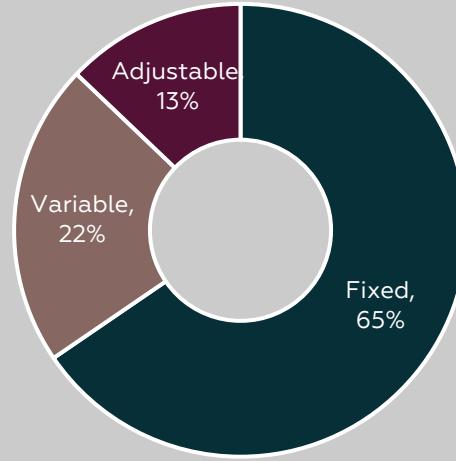
## Funding Mix Repricing Lower Following Recent Rate Cuts

- \$1.8B of funding tied to short-term rates, including \$1.4B of immediately-adjustable deposits and \$0.4B of derivative hedging
- \$598M of other repricing opportunities, including time deposit maturities over the next 12 months and callable brokered deposits with rates over 4.25%

# Well Positioned to Benefit in Rates-Down Environment

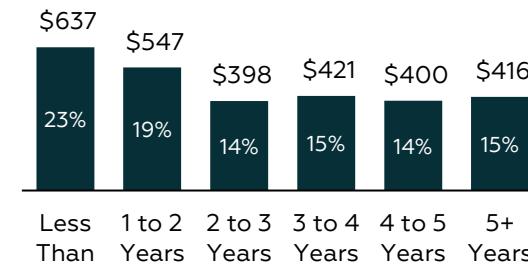


## Loan Portfolio Mix



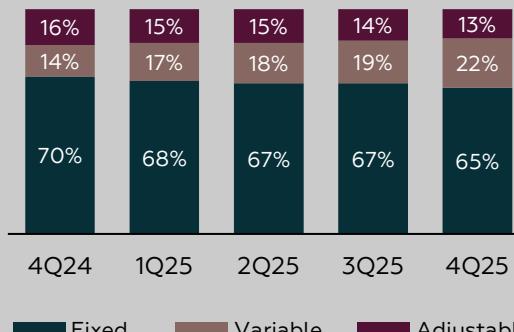
## Fixed-Rate Portfolio (\$2.8B)

### Years to Maturity



WA Yield 5.55% 5.38% 5.48% 5.44% 6.02% 4.21%

## Increasing Variable-Rate Mix

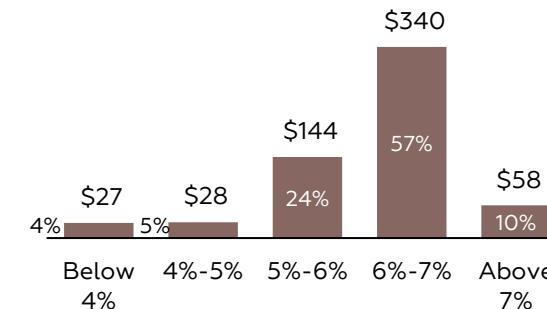


Dollars in millions

Data as of December 31, 2025

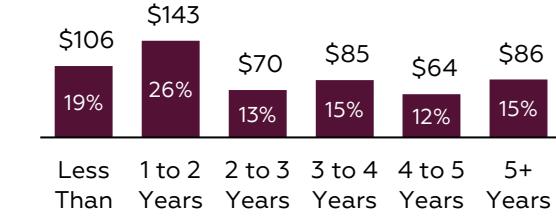
## Variable-Rate Portfolio (\$933M)

### Variable-Rate Loan Floors



## Adjustable-Rate Portfolio (\$555M)

### Adjustable-Rate Repricing/Maturity Schedule



WA Yield 3.84% 4.48% 4.24% 5.61% 6.42% 4.93%

- Large fixed-rate portfolio provides support to total loan yields in a rates-down environment
- \$637M** of fixed-rate loans maturing over the next year, with a weighted average yield of **5.55%**

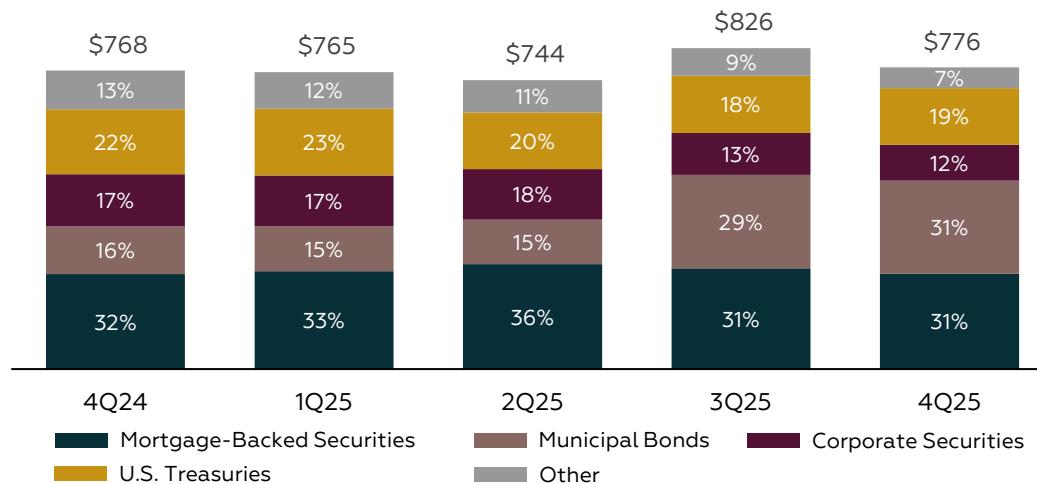
- Smaller variable-rate portfolio limits immediate repricing pressure in a rates-down environment
- 64% of variable-rate portfolio have rate floors, with 91% of the floors at or above 5%
- 96% of variable-rate loans are currently tied to SOFR or Prime

- Adjustable-rate loans likely to reprice higher, even in a rates-down environment
- \$106M** of adjustable-rate loans repricing or maturing over the next year, with a weighted average yield of **3.84%**

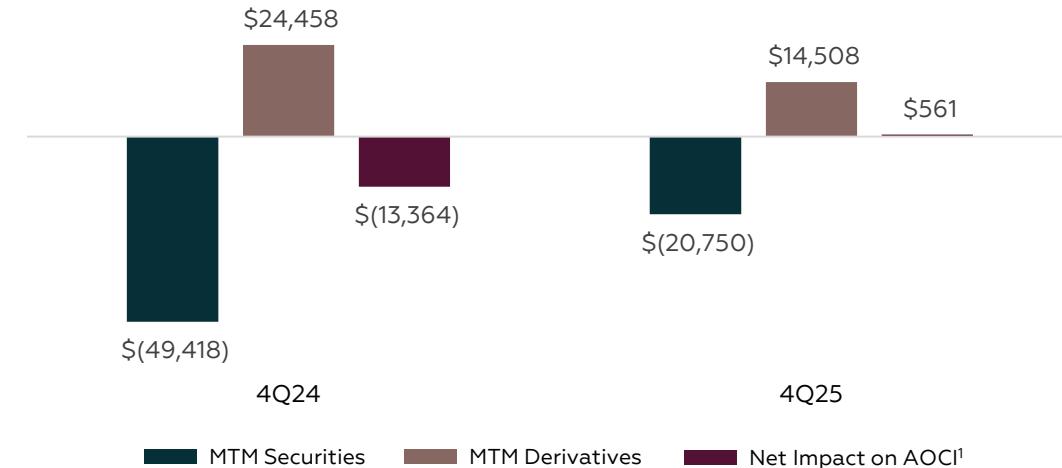
# High Quality Securities Portfolio



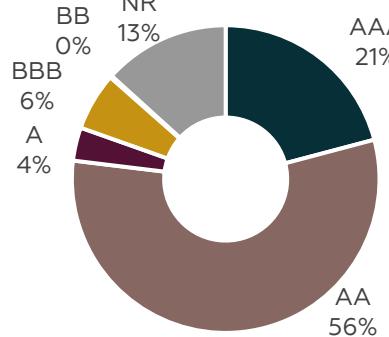
**Securities Available for Sale Portfolio** (dollars in millions)



**Derivatives Portfolio Offsetting AOCI Impact** (dollars in thousands)



**Rating Mix**



- No held-to-maturity securities
- Securities portfolio average duration of 7.3 years
- Average securities portfolio yield of 4.93%
- AOCI / Total Risk-Based Capital of 0.1% vs. peer bank median of (3.7)%<sup>2</sup>

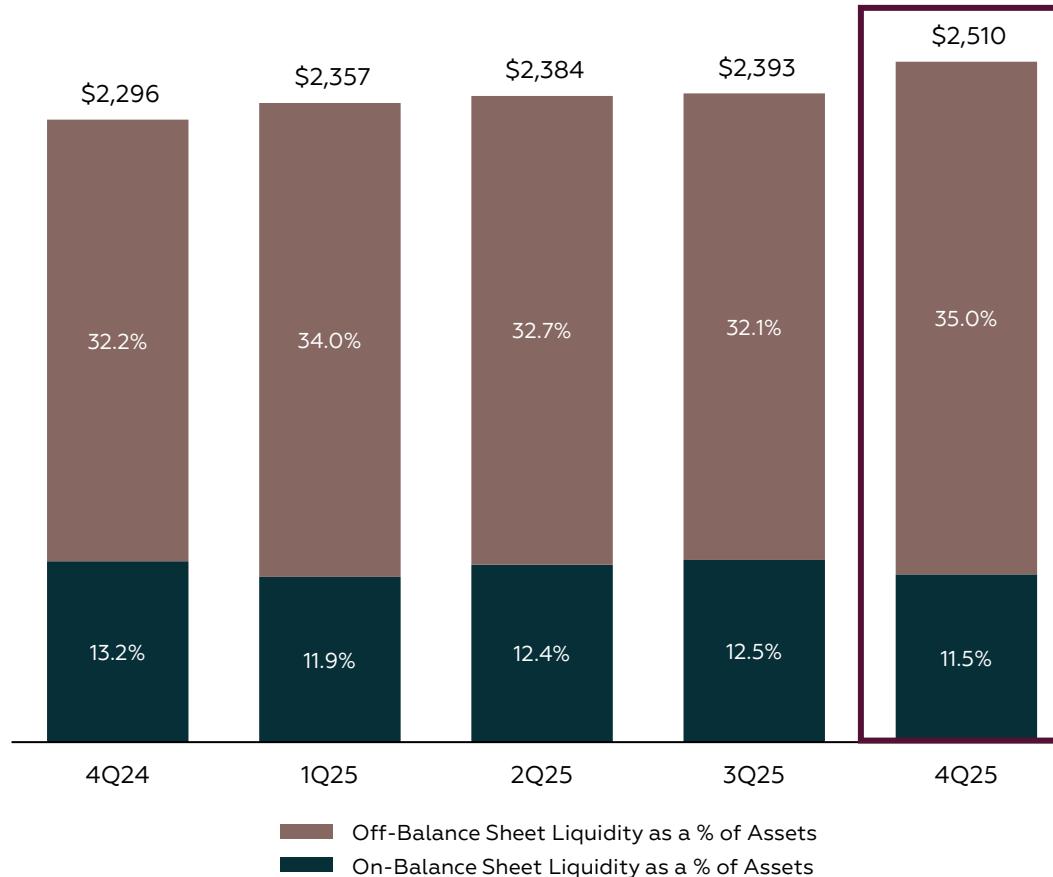
<sup>1</sup> Includes the tax-effected impact of \$5,390 in 4Q24 and \$(226) in 4Q25

<sup>2</sup> Includes publicly-traded banks on major exchanges with total assets between \$3 billion and \$10 billion as of September 30, 2025 (Source: S&P Capital IQ)

# Ample Liquidity and Borrowing Capacity



## Liquidity Position with 1.9x Coverage of Uninsured Deposits



## Significantly Enhanced Liquidity Position Since 2022

Funding Source	Available Balance		
	12/31/2022	12/31/2025	Change
Cash and Cash Equivalents	\$ 48	\$ 97	\$ 49
Unpledged Securities <sup>1</sup>	549	522	(27)
FHLB Capacity	391	611	220
FRB Discount Window	158	1,026	868
Unsecured Lines of Credit	208	220	12
Secured Line of Credit	26	34	8
<b>Total</b>	<b>\$ 1,380</b>	<b>\$ 2,510</b>	<b>\$ 1,130</b>

# Reconciliation of Non-GAAP Financial Measures



	As of and for the quarter ended,				
	December 31, 2024	March 31, 2025	June 30, 2025	September 30, 2025	December 31, 2025
<b>Pre-Provision Net Revenue:</b>					
Noninterest Income	\$ 2,533	\$ 2,079	\$ 3,627	\$ 2,061	\$ 3,148
Less: (Gain) Loss on Sales of Securities	-	(1)	(474)	(59)	(80)
Less: FHLB Advance Prepayment Income	-	-	(301)	-	-
Total Operating Noninterest Income	2,533	2,078	2,852	2,002	3,068
Plus: Net Interest Income	26,967	30,208	32,452	34,091	35,687
Net Operating Revenue	<u>\$ 29,500</u>	<u>\$ 32,286</u>	<u>\$ 35,304</u>	<u>\$ 36,093</u>	<u>\$ 38,755</u>
Noninterest Expense	\$ 16,812	\$ 18,136	\$ 18,941	\$ 19,956	\$ 20,238
Total Operating Noninterest Expense	<u>\$ 16,812</u>	<u>\$ 18,136</u>	<u>\$ 18,941</u>	<u>\$ 19,956</u>	<u>\$ 20,238</u>
Pre-provision Net Revenue	\$ 12,688	\$ 14,150	\$ 16,363	\$ 16,137	\$ 18,517
Plus: Non-Operating Revenue Adjustments	-	1	775	59	80
Less: Provision for Credit Losses	2,175	1,500	2,000	1,100	1,450
Less: Provision for Income Taxes	2,309	3,018	3,618	3,495	3,813
Net Income	<u>\$ 8,204</u>	<u>\$ 9,633</u>	<u>\$ 11,520</u>	<u>\$ 11,601</u>	<u>\$ 13,334</u>
Average Assets	\$ 4,788,036	\$ 5,071,446	\$ 5,162,182	\$ 5,372,443	\$ 5,438,555
Pre-Provision Net Revenue Return on Average Assets	1.05%	1.13%	1.27%	1.19%	1.35%
<b>Adjusted Pre-Provision Net Revenue:</b>					
Net Operating Revenue	\$ 29,500	\$ 32,286	\$ 35,304	\$ 36,093	\$ 38,755
Noninterest Expense	\$ 16,812	\$ 18,136	\$ 18,941	\$ 19,956	\$ 20,238
Less: Merger-related Expenses	(488)	(565)	(540)	(530)	(346)
Adjusted Total Operating Noninterest Expense	<u>\$ 16,324</u>	<u>\$ 17,571</u>	<u>\$ 18,401</u>	<u>\$ 19,426</u>	<u>\$ 19,892</u>
Adjusted Pre-Provision Net Revenue	\$ 13,176	\$ 14,715	\$ 16,903	\$ 16,667	\$ 18,863
Adjusted Pre-Provision Net Revenue Return on Average Assets	1.09%	1.18%	1.31%	1.23%	1.38%
<b>Core Net Interest Margin</b>					
Net Interest Income (Tax-equivalent Basis)	\$ 27,254	\$ 30,464	\$ 32,770	\$ 34,614	\$ 36,447
Less:					
Loan Fees	(747)	(719)	(1,019)	(966)	(1,041)
Purchase Accounting Accretion:					
Loan Accretion	-	(342)	(425)	(380)	(546)
Bond Accretion	(91)	(578)	(152)	(89)	(33)
Bank-Owned Certificates of Deposit Accretion	-	(7)	(4)	(6)	(16)
Deposit Certificates of Deposit Accretion	-	(38)	(37)	(13)	-
Total Purchase Accounting Accretion	(91)	(965)	(618)	(488)	(595)
Core Net Interest Income (Tax-equivalent Basis)	<u>\$ 26,416</u>	<u>\$ 28,780</u>	<u>\$ 31,133</u>	<u>\$ 33,160</u>	<u>\$ 34,811</u>
Average Interest Earning Assets	\$ 4,682,841	\$ 4,928,283	\$ 5,019,058	\$ 5,223,139	\$ 5,264,700
Core Net Interest Margin	2.24%	2.37%	2.49%	2.52%	2.62%
Dollars in thousands					

	As of and for the quarter ended,				
	December 31, 2024	March 31, 2025	June 30, 2025	September 30, 2025	December 31, 2025
<b>Core Loan Yield</b>					
Loan Interest Income (Tax-Equivalent Basis)	\$ 52,078	\$ 53,979	\$ 58,122	\$ 60,317	\$ 61,746
Less:					
Loan Fees	(747)	(719)	(1,019)	(966)	(1,041)
Loan Accretion	-	(342)	(425)	(380)	(546)
Core Loan Interest Income	<u>\$ 51,331</u>	<u>\$ 52,918</u>	<u>\$ 56,678</u>	<u>\$ 58,971</u>	<u>\$ 60,159</u>
Average Loans	<u>\$ 3,730,532</u>	<u>\$ 3,899,258</u>	<u>\$ 4,064,540</u>	<u>\$ 4,132,987</u>	<u>\$ 4,239,936</u>
Core Loan Yield	5.47%	5.50%	5.59%	5.66%	5.63%
<b>Efficiency Ratio:</b>					
Noninterest Expense	\$ 16,812	\$ 18,136	\$ 18,941	\$ 19,956	\$ 20,238
Less: Amortization Intangible Assets	(52)	(230)	(230)	(230)	(231)
Adjusted Noninterest Expense	<u>\$ 16,760</u>	<u>\$ 17,906</u>	<u>\$ 18,711</u>	<u>\$ 19,726</u>	<u>\$ 20,007</u>
Net Interest Income	\$ 26,967	\$ 30,208	\$ 32,452	\$ 34,091	\$ 35,687
Noninterest Income	2,533	2,079	3,627	2,061	3,148
Less: (Gain) Loss on Sales of Securities	-	(1)	(474)	(59)	(80)
Adjusted Operating Revenue	<u>\$ 29,500</u>	<u>\$ 32,286</u>	<u>\$ 35,605</u>	<u>\$ 36,093</u>	<u>\$ 38,755</u>
Efficiency Ratio	56.8%	55.5%	52.6%	54.7%	51.6%
<b>Adjusted Efficiency Ratio:</b>					
Noninterest Expense	\$ 16,812	\$ 18,136	\$ 18,941	\$ 19,956	\$ 20,238
Less: Amortization Intangible Assets	(52)	(230)	(230)	(230)	(231)
Less: Merger-related Expenses	(488)	(565)	(540)	(530)	(346)
Adjusted Noninterest Expense	<u>\$ 16,272</u>	<u>\$ 17,341</u>	<u>\$ 18,171</u>	<u>\$ 19,196</u>	<u>\$ 19,661</u>
Net Interest Income	\$ 26,967	\$ 30,208	\$ 32,452	\$ 34,091	\$ 35,687
Noninterest Income	2,533	2,079	3,627	2,061	3,148
Less: (Gain) Loss on Sales of Securities	-	(1)	(474)	(59)	(80)
Adjusted Operating Revenue	<u>\$ 29,500</u>	<u>\$ 32,286</u>	<u>\$ 35,304</u>	<u>\$ 36,093</u>	<u>\$ 38,755</u>
Adjusted Efficiency Ratio	55.2%	53.7%	51.5%	53.2%	50.7%
<b>Adjusted Noninterest Expense to Average Assets:</b>					
Noninterest Expense	\$ 16,812	\$ 18,136	\$ 18,941	\$ 19,956	\$ 20,238
Less: Merger-related Expenses	(488)	(565)	(540)	(530)	(346)
Adjusted Noninterest Expense	<u>\$ 16,324</u>	<u>\$ 17,571</u>	<u>\$ 18,401</u>	<u>\$ 19,426</u>	<u>\$ 19,892</u>
Average Assets	<u>\$ 4,788,036</u>	<u>\$ 5,071,446</u>	<u>\$ 5,162,182</u>	<u>\$ 5,372,443</u>	<u>\$ 5,438,555</u>
Adjusted Noninterest Expense to Average Assets (an)	1.36%	1.41%	1.43%	1.43%	1.45%

# Reconciliation of Non-GAAP Financial Measures



As of and for the quarter ended,						As of and for the quarter ended,					
	December 31, 2024	March 31, 2025	June 30, 2025	September 30, 2025	December 31, 2025		December 31, 2024	March 31, 2025	June 30, 2025	September 30, 2025	December 31, 2025
<b>Tangible Common Equity / Tangible Assets</b>											
Total Shareholders' Equity	\$ 457,935	\$ 468,975	\$ 476,282	\$ 497,463	\$ 517,095						
Less: Preferred Stock	<u>(66,514)</u>	<u>(66,514)</u>	<u>(66,514)</u>	<u>(66,514)</u>	<u>(66,514)</u>						
Total Common Shareholders' Equity	391,421	402,461	409,768	430,949	450,581						
Less: Intangible Assets	<u>(19,832)</u>	<u>(19,602)</u>	<u>(19,372)</u>	<u>(19,142)</u>	<u>(18,912)</u>						
Tangible Common Equity	\$ 371,589	\$ 382,859	\$ 390,396	\$ 411,807	\$ 431,669						
Total Assets	\$ 5,066,242	\$ 5,136,808	\$ 5,296,673	\$ 5,359,994	\$ 5,407,002						
Less: Intangible Assets	<u>(19,832)</u>	<u>(19,602)</u>	<u>(19,372)</u>	<u>(19,142)</u>	<u>(18,912)</u>						
Tangible Assets	\$ 5,046,410	\$ 5,117,206	\$ 5,277,301	\$ 5,340,852	\$ 5,388,090						
Tangible Common Equity / Tangible Assets	7.36%	7.48%	7.40%	7.71%	8.01%						
<b>Return on Average Tangible Common Equity</b>											
Net Income Available to Common Shareholders	\$ 7,190	\$ 8,620	\$ 10,506	\$ 10,588	\$ 12,320						
Average Shareholders' Equity	\$ 455,949	\$ 465,408	\$ 471,700	\$ 485,869	\$ 509,655						
Less: Average Preferred Stock	<u>(66,514)</u>	<u>(66,514)</u>	<u>(66,514)</u>	<u>(66,514)</u>	<u>(66,514)</u>						
Average Common Equity	389,435	398,894	405,186	419,355	443,141						
Less: Effects of Average Intangible Assets	<u>(4,412)</u>	<u>(19,738)</u>	<u>(19,504)</u>	<u>(19,274)</u>	<u>(19,042)</u>						
Average Tangible Common Equity	\$ 385,023	\$ 379,156	\$ 385,682	\$ 400,081	\$ 424,099						
Return on Average Tangible Common Equity	7.43%	9.22%	10.93%	10.50%	11.53%						
<b>Adjusted Diluted Earnings Per Common Share</b>											
Net Income Available to Common Shareholders	\$ 7,190	\$ 8,620	\$ 10,506	\$ 10,588	\$ 12,320						
Add: Merger-related Expenses			488		565						
Less: FHLB Advance Prepayment Income			-		-						
Less: (Gain) Loss on Sales of Securities			-		(1)						
Total Adjustments			488		564						
Less: Tax Impact of Adjustments			(107)		(135)						
Adjusted Net Income Available to Common			\$ 7,571		\$ 9,049						
Diluted Weighted Average Shares Outstanding			28,055,532		28,036,506						
Adjusted Diluted Earnings Per Common Share			\$ 0.27		\$ 0.32						
<b>Adjusted Return on Average Assets</b>											
Net Income	\$ 8,204	\$ 9,633	\$ 11,520	\$ 11,601	\$ 13,334						
Add: Total Adjustments	488	564	(235)	471	266						
Less: Tax Impact of Adjustments	(107)	(135)	56	(110)	(59)						
Adjusted Net Income	\$ 8,585	\$ 10,062	\$ 11,341	\$ 11,962	\$ 13,541						
Average Assets	\$ 4,788,036	\$ 5,071,446	\$ 5,162,182	\$ 5,372,443	\$ 5,438,555						
Adjusted Return on Average Assets	0.71%	0.80%	0.88%	0.88%	0.99%						
<b>Equity</b>											
Adjusted Net Income Available to Common			\$ 7,571		\$ 9,049						
Average Tangible Common Equity			\$ 385,023		\$ 379,156						
Adjusted Return on Average Tangible Common			7.82%		9.68%						

# Reconciliation of Non-GAAP Financial Measures



As of and for the quarter ended,												
Tangible Book Value Per Share	December 31, 2016	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017	March 31, 2018	June 30, 2018	September 30, 2018	December 31, 2018	March 31, 2019	December 31, 2018	March 31, 2019
Book Value Per Common Share	\$ 4.69	\$ 4.91	\$ 5.23	\$ 5.43	\$ 5.56	\$ 6.62	\$ 6.85	\$ 7.01	\$ 7.34	\$ 7.70		
Less: Effects of Intangible Assets	(0.16)	(0.16)	(0.16)	(0.16)	(0.16)	(0.13)	(0.12)	(0.12)	(0.12)	(0.12)		
Tangible Book Value Per Common Share	\$ 4.53	\$ 4.75	\$ 5.07	\$ 5.27	\$ 5.40	\$ 6.49	\$ 6.73	\$ 6.89	\$ 7.22	\$ 7.58		
Total Common Shares	24,589,861	24,589,861	24,589,861	24,629,861	24,679,861	30,059,374	30,059,374	30,059,374	30,097,274	30,097,274	30,097,674	
As of and for the quarter ended,												
Tangible Book Value Per Share	June 30, 2019	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	June 30, 2021	September 30, 2021	December 31, 2021	March 31, 2022
Book Value Per Common Share	\$ 7.90	\$ 8.20	\$ 8.45	\$ 8.61	\$ 8.92	\$ 9.25	\$ 9.43	\$ 9.92	\$ 10.33	\$ 10.73		
Less: Effects of Intangible Assets	(0.12)	(0.12)	(0.12)	(0.12)	(0.12)	(0.12)	(0.12)	(0.12)	(0.12)	(0.11)		
Tangible Book Value Per Common Share	\$ 7.78	\$ 8.08	\$ 8.33	\$ 8.49	\$ 8.80	\$ 9.13	\$ 9.31	\$ 9.80	\$ 10.21	\$ 10.62		
Total Common Shares	28,986,729	28,781,162	28,973,572	28,807,375	28,837,560	28,710,775	28,143,493	28,132,929	28,162,777	28,066,822		
As of and for the quarter ended,												
Tangible Book Value Per Share	December 31, 2021	March 31, 2022	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	March 31, 2024	December 31, 2023	March 31, 2024
Book Value Per Common Share	\$ 11.09	\$ 11.12	\$ 11.14	\$ 11.44	\$ 11.80	\$ 12.05	\$ 12.25	\$ 12.47	\$ 12.94	\$ 13.30		
Less: Effects of Intangible Assets	(0.11)	(0.11)	(0.11)	(0.11)	(0.11)	(0.10)	(0.10)	(0.10)	(0.10)	(0.10)		
Tangible Book Value Per Common Share	\$ 10.98	\$ 11.01	\$ 11.03	\$ 11.33	\$ 11.69	\$ 11.95	\$ 12.15	\$ 12.37	\$ 12.84	\$ 13.20		
Total Common Shares	28,206,566	28,150,389	27,677,372	27,587,978	27,751,950	27,845,244	27,973,995	28,015,505	27,748,965	27,589,827		
As of and for the quarter ended,												
Tangible Book Value Per Share	June 30, 2024	September 30, 2024	December 31, 2024	March 31, 2025	June 30, 2025	September 30, 2025	December 31, 2025					
Book Value Per Common Share	\$ 13.63	\$ 14.06	\$ 14.21	\$ 14.60	\$ 14.92	\$ 15.62	\$ 16.23					
Less: Effects of Intangible Assets	(0.10)	(0.10)	(0.72)	(0.71)	(0.71)	(0.69)	(0.68)					
Tangible Book Value Per Common Share	\$ 13.53	\$ 13.96	\$ 13.49	\$ 13.89	\$ 14.21	\$ 14.93	\$ 15.55					
Total Common Shares Outstanding	27,348,049	27,425,690	27,552,449	27,560,150	27,470,283	27,584,732	27,759,970					