



# FFB Bancorp

Investor Deck as of December 31, 2025

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# Forward-Looking Information

This presentation and any related oral presentation may contain forward-looking statements. Forward-looking statements provide current expectations or forecasts of future events and are not guarantees of future performance, nor should they be relied upon as representing management's views as of any subsequent date. Forward-looking statements, some of which are based on various assumptions and events that are beyond our control, may be identified by reference to a future period or periods or by the use of forward-looking terminology, such as "may," "will," "believe," "expect," "likely," "projected," "should," "could," "seem to," "anticipate," "plan," "intend," "project," "assume," or similar terms or variations on those terms or the negative of those terms. The forward-looking statements are based on managements' expectations and are subject to a number of risks and uncertainties.

Although management believes that the expectations reflected in such forward-looking statements are reasonable, actual results may differ materially from those expressed or implied in such statements. Risks and uncertainties that could cause actual results to differ materially include, without limitation, the Company's ability to effectively execute its business plans; the impact of the Consent Order on our financial condition and results of operations; changes in general economic and financial market conditions; changes in interest rates; and, in particular, actions taken by the Federal Reserve to try and control inflation; changes in the competitive environment; continuing consolidation in the financial services industry; new litigation or changes in existing litigation; losses, customer bankruptcy, claims and assessments; changes in banking regulations or other regulatory or legislative requirements affecting the Company's business; international developments; and changes in accounting policies or procedures as may be required by the Financial Accounting Standards Board or other regulatory agencies.

The Company undertakes no obligation to release publicly the results of any revisions to the forward-looking statements included herein to reflect events or circumstances after today, or to reflect the occurrence of unanticipated events. The Company claims the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.





## Company Overview

# Company Overview

- FFB Bancorp (OTCQX: FFBB), the holding company for FFB Bank (established in 2005)
- Single branch bank headquartered in Fresno, California with LPO's in Southern California (Cerritos) and Northern California (Walnut Creek).
- Highly profitable bank focused on providing banking services to businesses, professionals, and successful individuals in California and across the US.
- Low-cost core deposit franchise with 58.52% non-interest-bearing deposits.
- High touch relationship model that leverages technology to drive operational efficiencies.
- Expertise with a growing payments business, which provides substantial fee income and low-cost deposits.
- #1 on American Banker's list of the Top 20 Publicly Traded Banks under \$2 Billion in Assets for 2024. For 2025, the Bank was ranked by S&P Global as the #34 best performing community bank under \$3 billion in assets.

## Financial Information

### Consolidated Balance Sheet (as of 12/31/2025)

Total Assets	\$1.58 B
Gross Loans (Incl. Held for Sale)	\$1.20 B
Allowance for Credit Losses	\$ 17.18 M
Total Deposits	\$1.34 B
Non-Interest-Bearing Deposits (%)	58.52%
Total Shareholders' Equity	\$184.80 M

### Bank Capital Ratios (as of 12/31/2025)

Equity / Assets (Leverage Ratio)	15.04%
CET-1 Ratio	19.29%
Risk Based Capital Ratio	20.54%

### Consolidated Performance Ratios (Q4-2025)

Net Interest Margin	4.86%
Non-Interest Income / Operating Revenue <sup>(1)</sup>	22.51%
Adjusted Efficiency Ratio	60.40%
Return on Average Assets	0.81%
Return on Average Equity	6.79%



# Experienced Management Team

Executive	Years in Banking	Biography
<b>Steve Miller</b> President Chief Executive Officer	30	Mr. Miller joined FFB Bank in 2015. He brings over 30 years of commercial banking, retail banking, operations and sales/marketing experience to the Bank. Mr. Miller is a graduate of Columbia University and began his career with MBNA America in their management development program and held a variety of roles over his 12-year career. He then moved overseas to Taiwan and worked with GE Money and spent several years with HSBC Indonesia. He was later recruited to join Alliance Financial Group in Malaysia.
<b>Bhavneet Gill</b> Executive Vice President Chief Financial Officer	19	Ms. Gill joined FFB Bank in 2022. She brings over 19 years of commercial banking, management and finance experience to the Bank. Ms. Gill is a graduate of UC Davis and the Pacific Coast Banking School. Ms. Gill began her banking career with State Street Corporation and held increasingly responsible management positions with public companies including Central Valley Community Bank and served as the Chief Financial Officer for United Security Bank.
<b>Robert Reed</b> Executive Vice President Chief Credit Officer	38	Mr. Reed started his banking career in community banks in the Washington, DC metropolitan area before moving to Colorado in 2000 where he was a Senior Lending Officer for The Gunnison Bank and Trust Company. In 2004 he became Chief Credit Officer for Community Banks of Northern California. Mr. Reed's experience includes setting and managing credit policies and directives for a variety of credit products and services including SBA, agriculture, asset-based, commercial real estate, construction, and mortgage lending.
<b>Rocky Bandzeladze</b> Executive Vice President Chief Banking Officer	25	Mr. Bandzeladze brings over 25 years of experience in financial services, organizational leadership, and business transformation. He has held senior leadership roles with Banc of California, California Bank & Trust, Comerica, and Wells Fargo, driving growth initiatives and enhancing performance across multiple divisions. In addition to his banking career, he has launched and grown startups, most recently in the aerospace industry, supporting global aviation supply chains and FAA certification. Mr. Bandzeladze holds a bachelor's degree in economics, an MBA from California State University, and a Doctorate in Organizational Leadership from Pepperdine University.
<b>Craig Heimuller</b> Executive Vice President Chief Operating Officer	29	Mr. Heimuller brings over 29 years of progressive technology and banking operations experience. He oversaw deposit and payments operations, call center, card operations, along with the technology organization for the Bank of Cascades in Oregon. He then joined Merchants Bank of Commerce in California as their CIO, later serving as Chief Deposit and Information Technology Officer with Northwest Bank in Oregon.
<b>Jenann Shemisa</b> Executive Vice President General Counsel Chief Compliance Officer	32	Ms. Shemisa joined FFB Bank in 2024. She brings over 32 years of extensive legal experience in the banking, fintech, and consumer finance industries. Ms. Shemisa has previously served as Counsel at the FDIC's Consumer Enforcement Unit in Washington, D.C. and as General Counsel and Chief Compliance Officer for several fintech organizations. Ms. Shemisa holds a Bachelor of Administration in Liberal Studies with a Pre-Law focus from Bowling Green State University and a Juris Doctor degree from Cleveland Marshall College of Law. She is admitted to practice law in the State of Ohio, licensed to practice law in the State of California through the RIHC/MJP Program and admitted to practice before The United States Supreme Court.
<b>Matt Tymn</b> Executive Vice President Chief Marketing Officer	6	Mr. Tymn joined Fresno First Bank in 2020 as Chief Marketing Officer. Matt is an entrepreneur, product developer, marketer, revenue generator with over 20 years of experience working with SMBs, large enterprises and startups. Matt has a background in Computer Science and Business from The University of Louisville.



# Consent Order Remediation Update

As a result of the actions required for Consent Order remediation, enhancement of the Bank's consumer compliance management system, and additional oversight over third party relationships, the Company has seen the following impacts to 2025 results:

- Due to the enhanced AML/CFT requirements for ISOs and Sub-ISOs, the Company has exited, or is in the process of exiting, 6 ISO and Sub-ISO relationships. Remaining non-interest-bearing deposits related to those relationships totaled \$8.5 million at December 31, 2025, a decrease of \$16.1 million during the fourth quarter.
- This loss of non-interest-bearing deposits has changed the Company's deposit mix and has resulted in higher funding costs. During the quarter, the cost of earnings assets increased to 1.17% from 1.13%. Although the Bank plans to continue to replace these non-interest-bearing deposits with growth from new Bank customers in its markets and from the existing ISO partners it will continue to support, in the short-term, deposit growth will likely be made up of a higher percentage of interest-bearing deposits or wholesale funding sources.
- Salaries & employee benefits expense have increased due to hiring additional Compliance and Risk personnel in 2025 and reflects the full year impact of individuals hired in the second half of 2024.
- Legal, consulting, audit, and compliance costs have been increased to implement and maintain an enhanced AML/CFT and consumer compliance management program, engage independent audits of ISOs and Sub-ISOs, and other expenses related to Consent Order remediation.
- Software license expense has increased with the implementation of CFT/AML/Fraud real-time monitoring systems.

The Company has made continued and timely progress on the matters outlined in the Consent Order. Ultimate compliance with the Consent Order will be determined by the regulators. Although the added resource allocation to properly address the order will have near-term impacts to our performance, we feel that building a best in-class compliance and risk framework will enable the bank to drive results over the long-term.



# Product Strategy

## Omni Channel Strategy and New Products:

### Small Business Lending

- FFB is launching a small business lending solution, designed for small-ticket term loans and lines of credit under \$250K. Featuring automated workflows, document collection, and AI loan scoring models, this solution will streamline access to capital for our small business clients.
- Early Access Beta Launch in December 2025.

### New Business and Corporate Credit Card

- FFB's new direct-issue credit card program, offering revolving credit cards for small businesses and corporate charge cards for mid-size and corporate clients. The program features real-time spend management, built-in expense tools, and seamless accounting integrations.
- Launch targeted for Q2 2026.

## Development Team Buildout:

### Data Warehouse Development

- The active warehouse has expanded with new data sources and dashboards across multiple departments, creating a more comprehensive reporting ecosystem. This expanded warehouse empowers departments with a single, centralized location for critical reporting, encourages data-driven decision making throughout the organization, and supports scalability and faster insight. It will also support cross-sell strategies as new product roll-outs occur.

### SharePoint Integration

- Enterprise file storage system that allows for data classification, protection, collaboration, and searchability.
- Launched in December 2024

### Co-Pilot Launch

- The bank will use Co-Pilot as our testing grounds for AI usage with a focus on internal efficiencies.
- Focused on deepening Microsoft Co-Pilot integrations within SharePoint and the broader Microsoft environment to enhance productivity, streamline workflows, and enable AI-powered document management.

## Hawk AI

- Utilized by FFB Bank for next-day BSA/AML/Fraud monitoring as well as risk rating of Payment Merchants.
- ACH transactions launched August 2024. Card Data & Transactions targeted to launch Q1 2026.

## FFB International Payments

- FFB launched its international payments solution through Visa Direct, offering account-to-account cross-border payments— giving small businesses faster, simpler, and more flexible global payment options. Focus for 2026 will be selling this feature to existing treasury management customers and incorporating in new sales discussions.





## Financial Performance

# Financial Results for Q4-2025

## Earnings

- Net income of \$3.21 million in Q4-2025.
- ROAA of 0.81% and ROAE of 6.79% in Q4-2025.
- Operating revenues of \$23.3 million in Q4-2025, remaining consistent with Q3-2025.
- Non-interest income of \$5.3 million in Q4-2025, remaining consistent with Q3-2025.
- Net interest margin of 4.86%.

## Loans and Deposits

- Gross loans totaled \$1.20 billion, reflecting a 6.64% increase compared to Q3-2025.
- Total deposits totaled \$1.34 billion, reflecting a 6.79% decrease compared to Q3-2025.
- Non-interest-bearing deposits are 58.52% of total deposits, and non-CDs are 87.04% of total deposits.
- Loan/Deposit ratio of 89.04%.

## Credit Quality

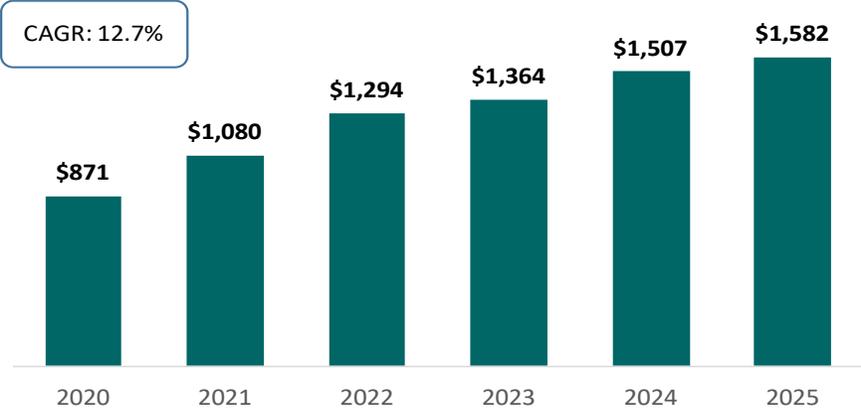
- NPAs/Assets of 1.76%
- ACL / Total Loans of 1.44%, or 1.51% excluding government guaranteed loans
- \$27.76 million nonaccrual loan balance. FFB's exposure, net of guarantees and individual allowance, is \$12.24 million. Primarily secured by R/E collateral.

## Capital/ Liquidity

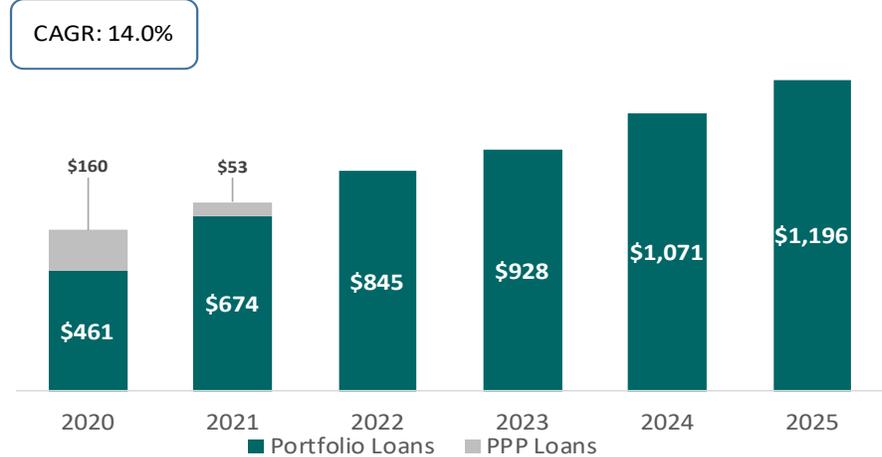
- Tangible Common Equity Ratio at consolidated holding company was 11.68% at December 31, 2025, including \$12.46 million in AOCI loss. Regulatory leverage capital ratio at Bank was 15.04%.
- Book value per share increased to \$61.64 from \$59.84 during the quarter.
- During the year ended December 31, 2025, the Company repurchased 194,049 shares, at an average price of \$77.21. This represented approximately 8.11% of total shareholders' equity at December 31, 2025. The Company has fully utilized the \$15.0 repurchase authorization.
- \$163.0 million in primary and \$548.5 million in secondary liquidity sources at December 31, 2025.

# Financial Highlights – Balance Sheet Growth

Total Assets (\$ in millions)



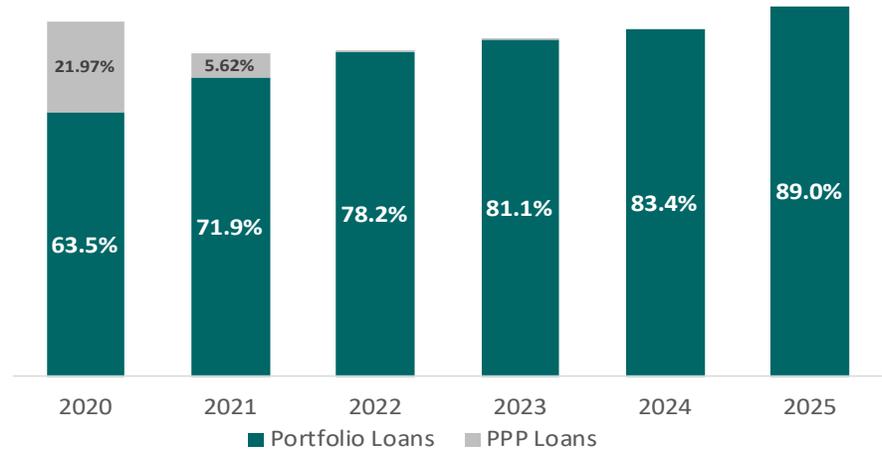
Portfolio Loans (\$ in millions)



Total Deposits (\$ in millions)



Portfolio Loans / Deposits (%)

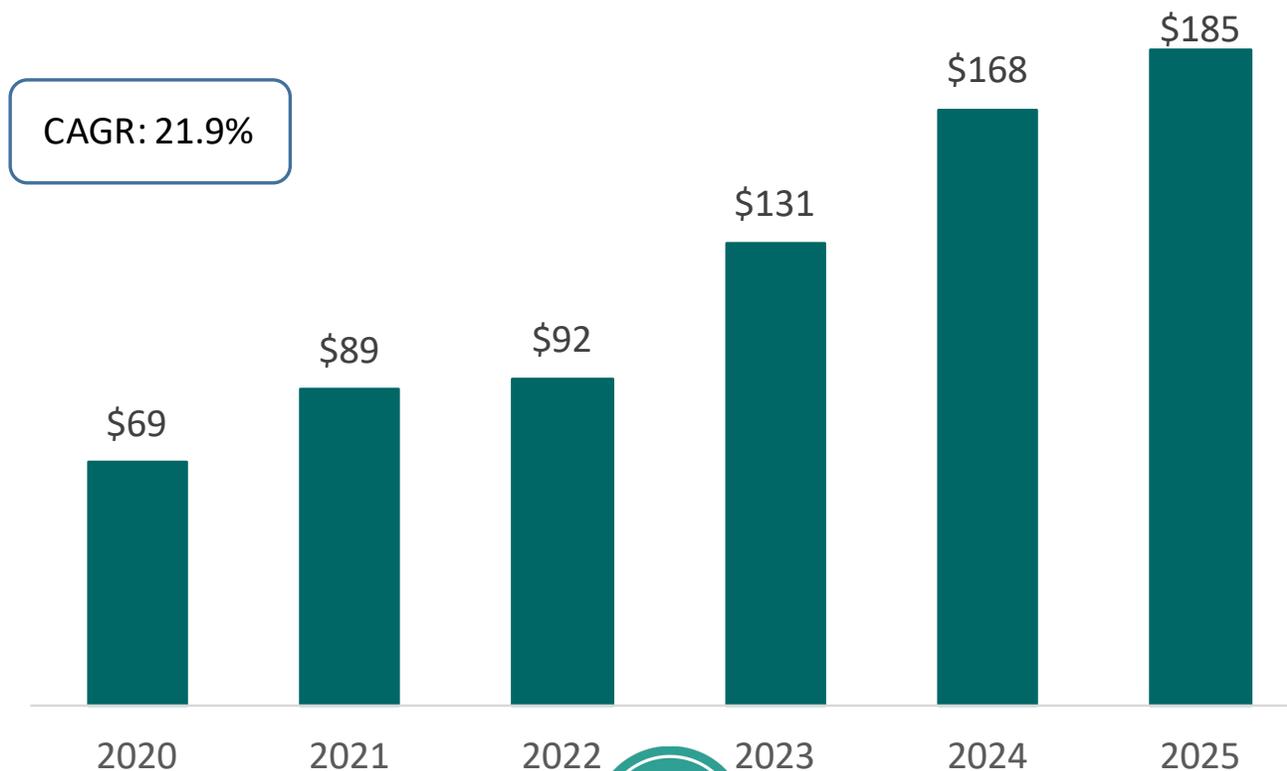


# Financial Highlights – Shareholders Equity Growth

Shareholders equity has increased in 2025 as a result of \$23.6 million in YTD net income and a reduction in AOCI unrealized loss, partially offset by a decrease in capital through a strategic \$15.0 million share repurchase.

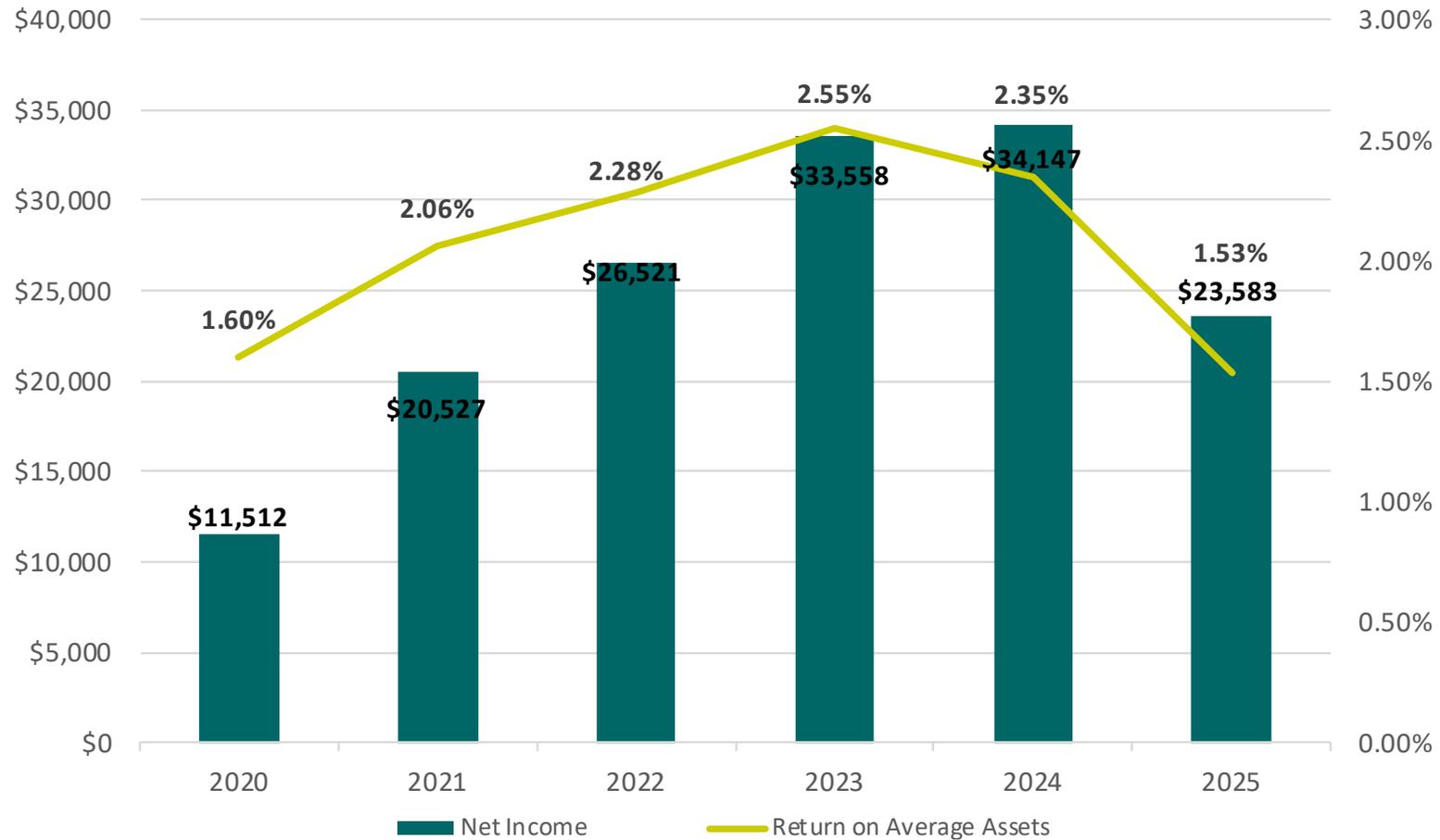
The AOCI unrealized loss at December 31, 2025 was \$12.5 million.

Shareholders Equity net of AOCI (\$ in millions)



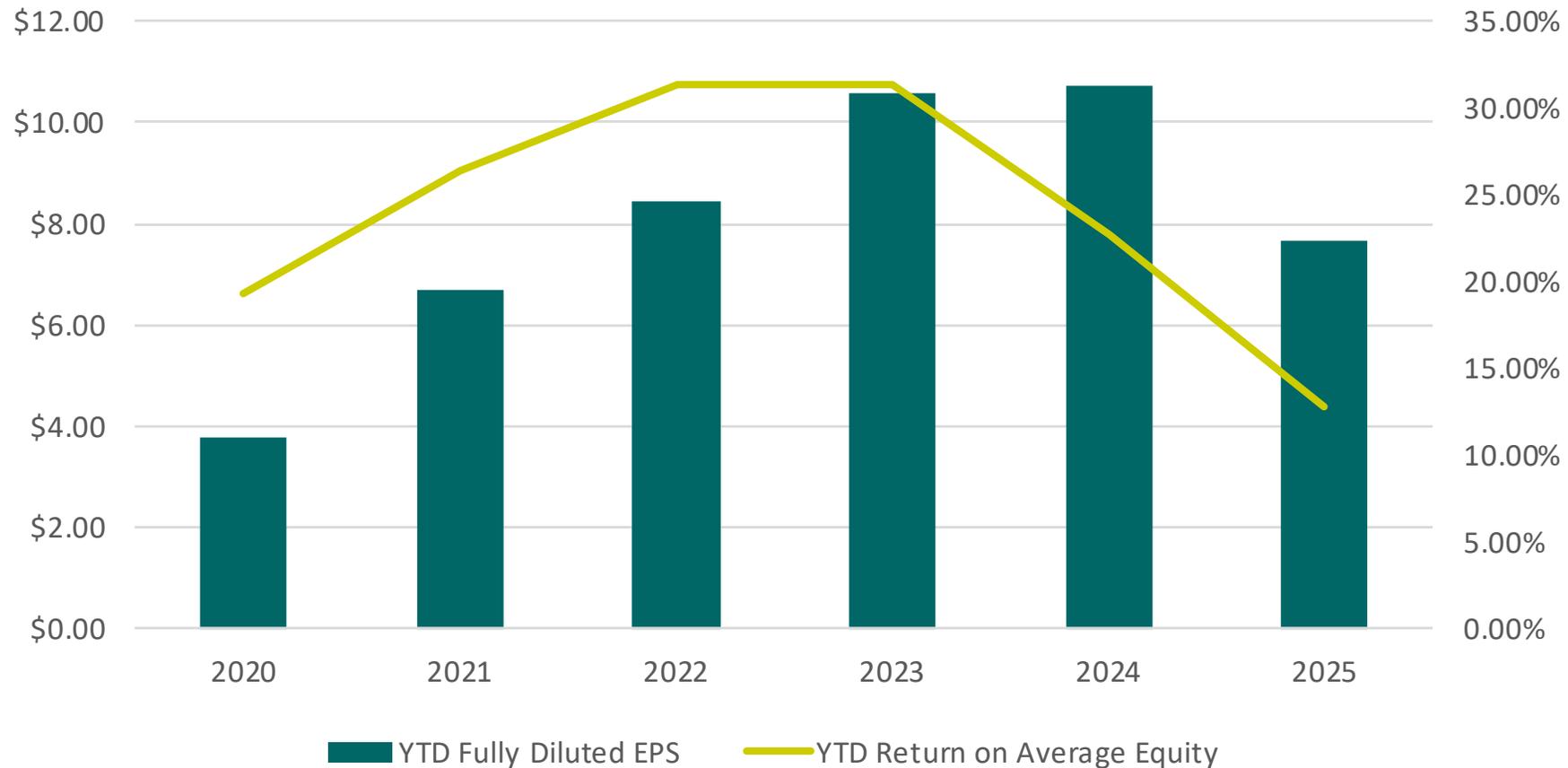
# Net Income and Return on Average Assets

**Net Income of \$23.6 million and Return on Average Assets of 1.53% for YTD 2025**



# Earnings per Share and Return on Average Equity

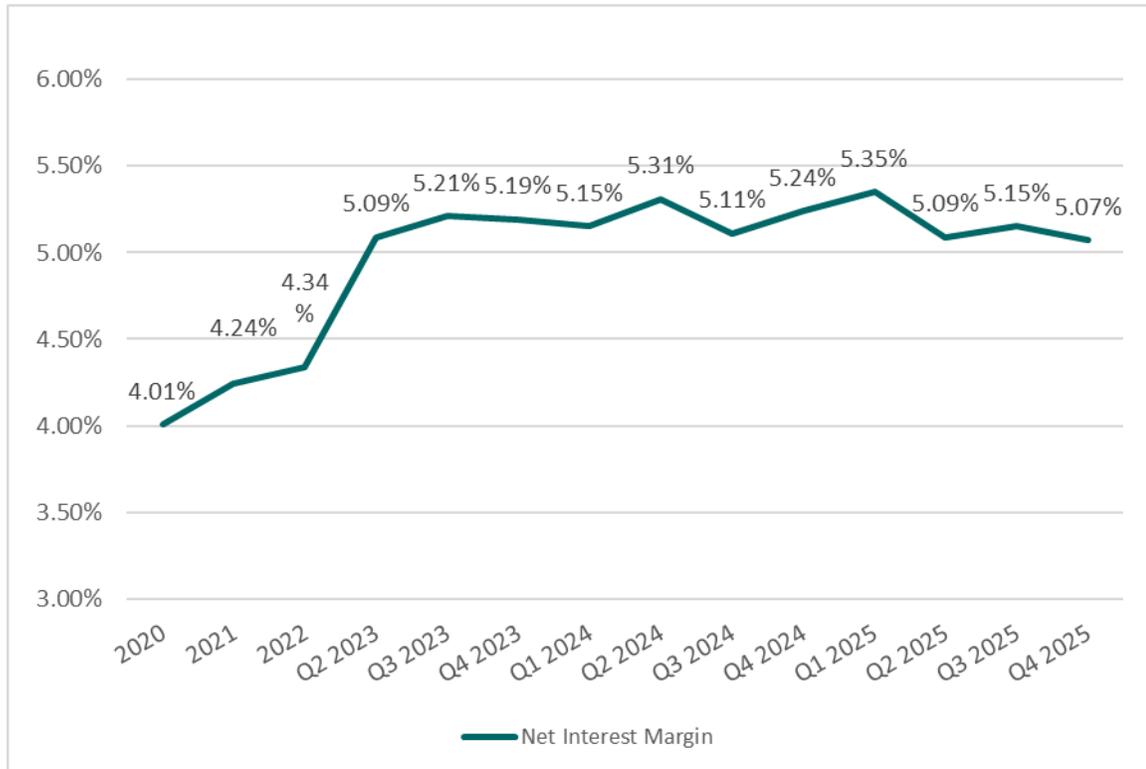
Fully diluted earnings per share of \$7.66 and 12.75% ROAE for 2025 YTD.



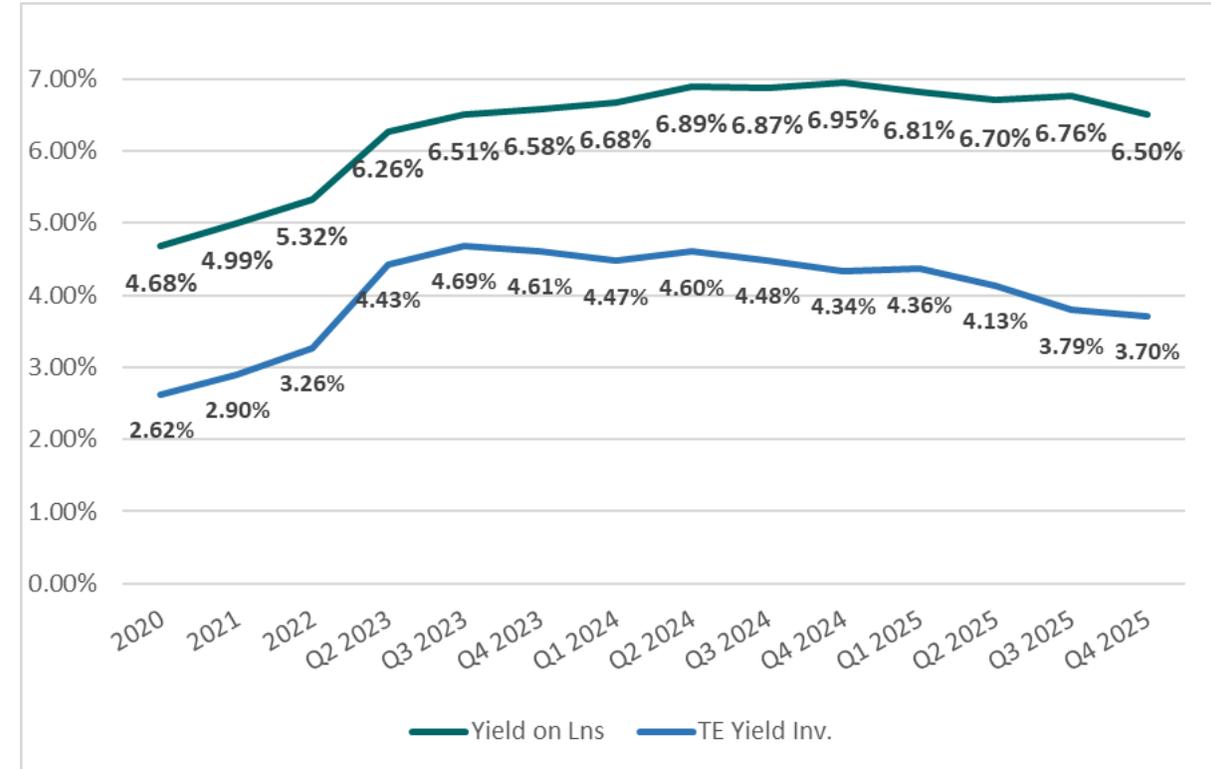
# Net Interest Margin and Yield on Primary Earning Assets

With higher rates in recent years, yields on loans have increased because of repricing and new loan originations at higher yields.

Net Interest Margin (Tax Equivalent Yield)



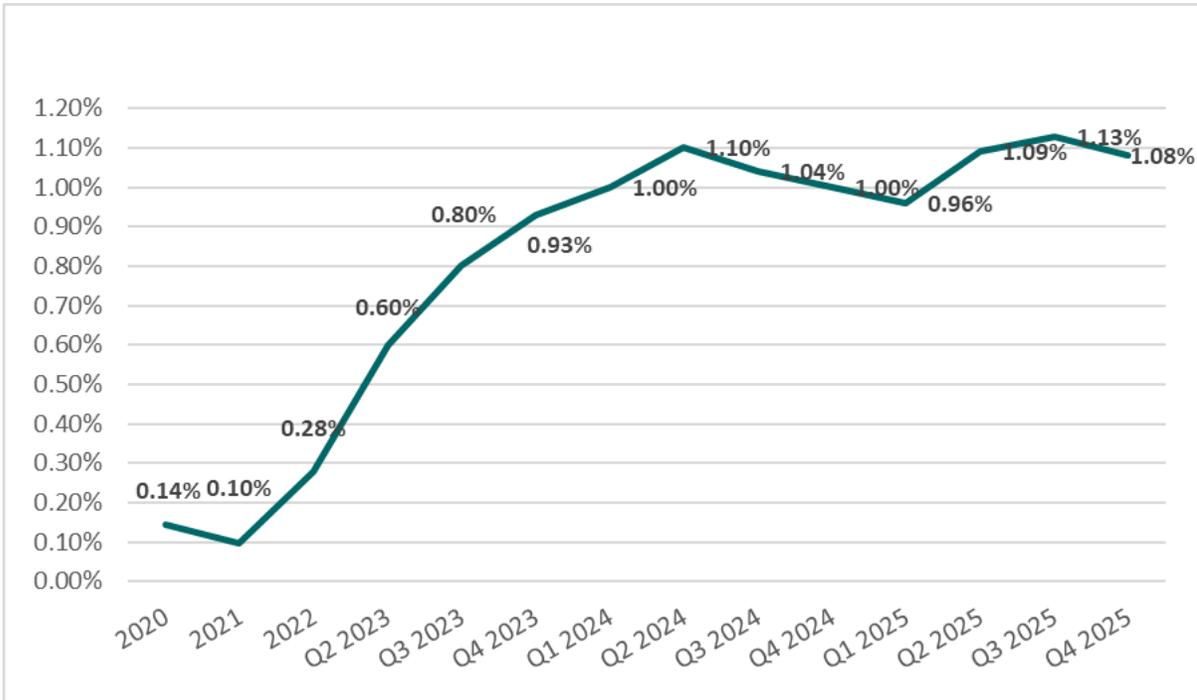
Yield on Loans and Investments



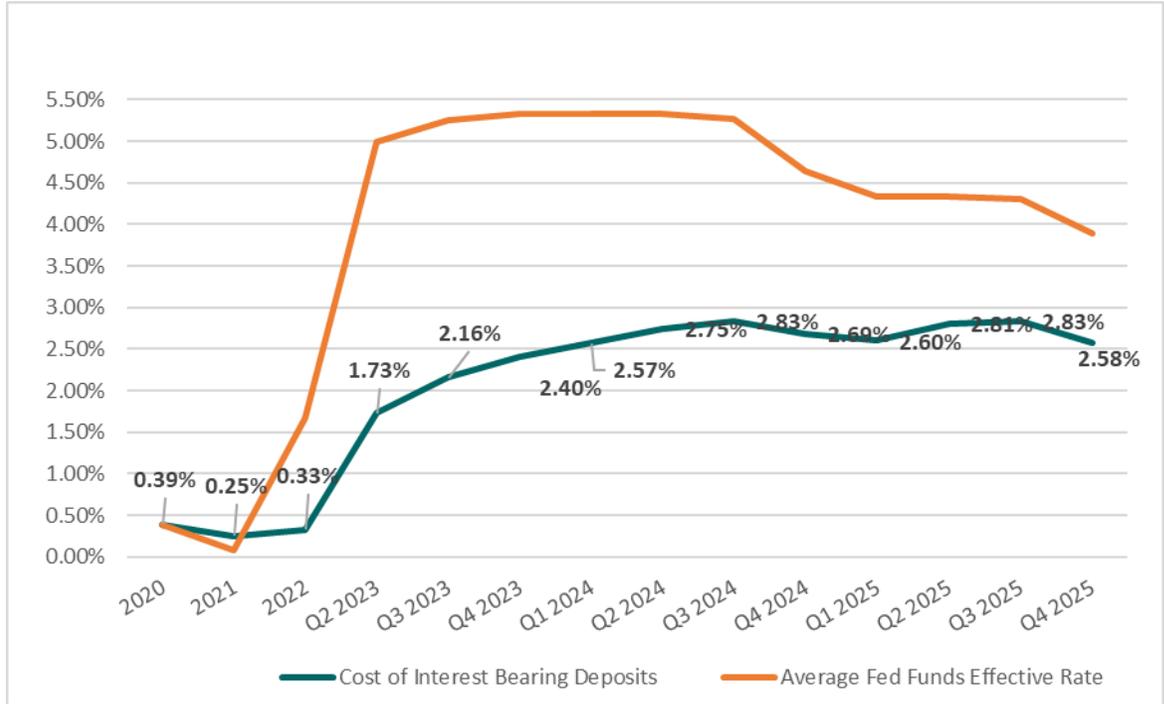
# NIM Key Drivers – Low Cost of Funding

With 58.5% of deposits in stable noninterest bearing accounts, the cost of funding our earning assets continues lower than most banks. Looking only at the cost of the interest-bearing deposit accounts funding costs are still low by most standards. We maintain a significant funding advantage when comparing our cost of interest-bearing deposits to the average fed funds effective rate.

Cost of Funding Earning Assets



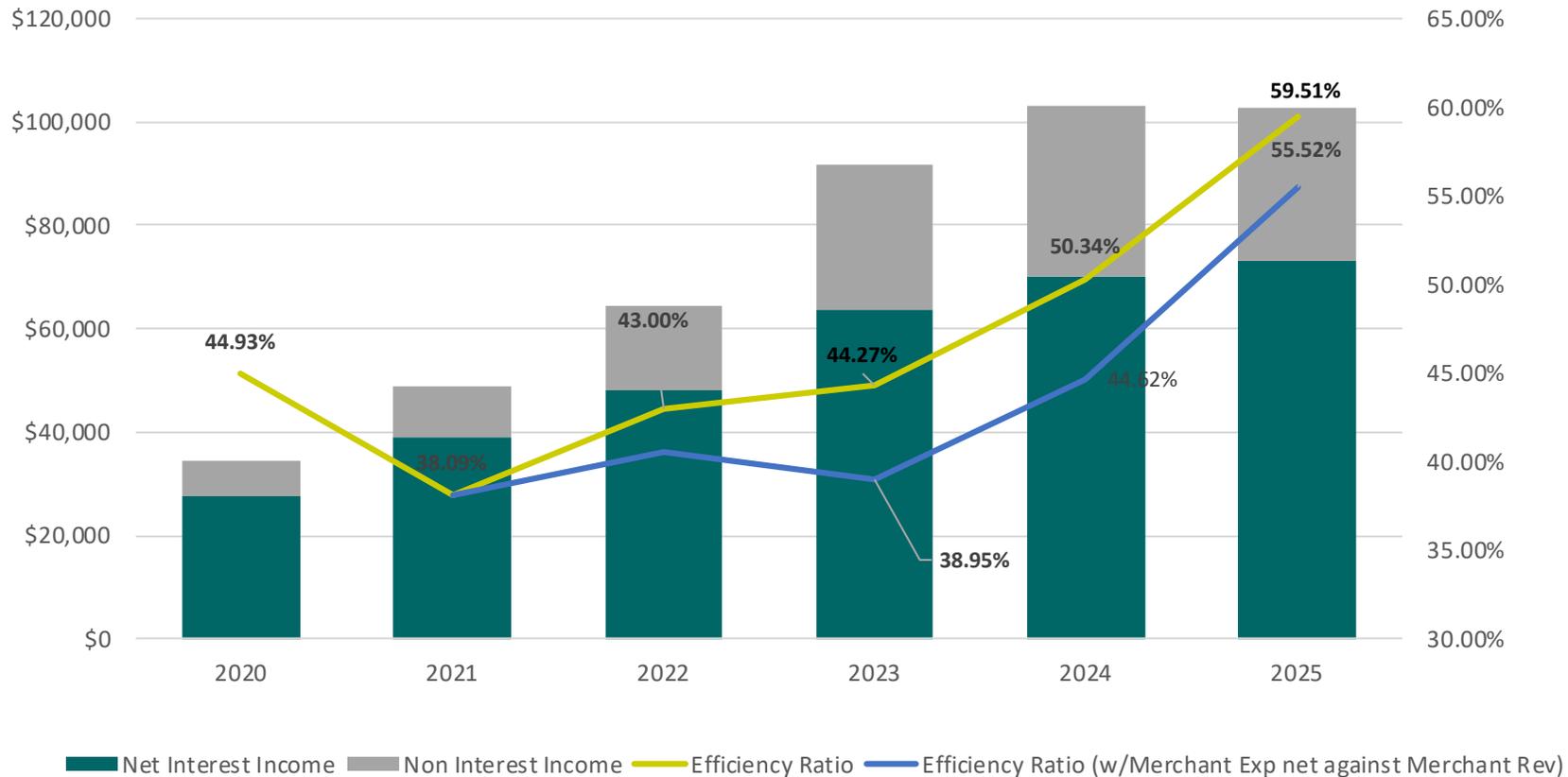
Cost of Interest-Bearing Deposits



# Operating Revenue

Operating Revenue and Efficiency (\$ in thousands)

Operating Revenue CAGR: 31.5%



Source: Company information, earnings release data as of the year ended 12/31/2025  
 Note: All dollars in thousands.  
 Note: Operating revenue = net interest income + non-interest income

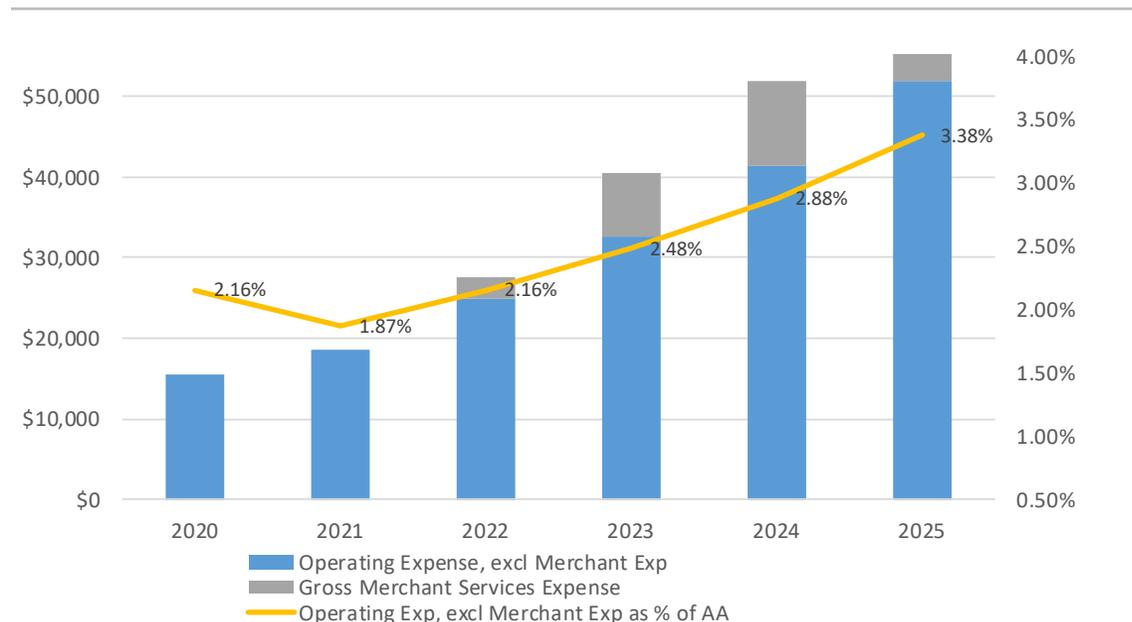


Note: The Company launched its FFB Payments ISO in Q1-2022. Gross revenues generated from this business are recognized in non-interest income, while gross expenses are recognized in non-interest expense. ISO Sponsorship revenue is recognized net of expenses in non-interest income.

# Operating Expense

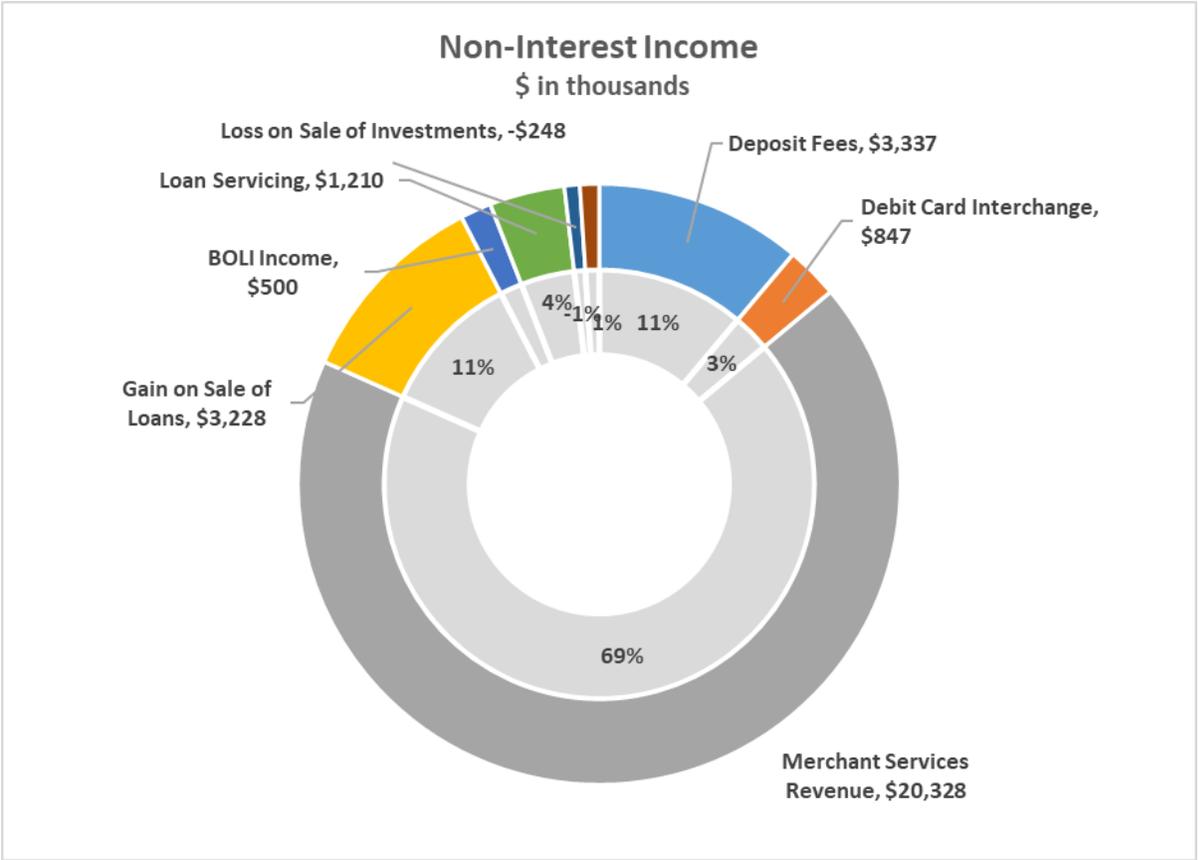
- Non-Interest expense for Q4-2025 decreased 3.2% from Q3-2025, and increased 11.0% when compared to Q4-2024.
- Salaries & employee benefits expense represents 50.5% of non-interest expense and has increased 43.6% from Q4-2024. This expense decreased 3.1% from Q3-2025. The FTE count has increased from 166 at Q4-2024 to 189 at Q4-2025. The FTE count at Q3-2025 was 180.
- Operating expense increases in 2025 include intentional investments in people and technology to ensure that the bank can efficiently scale moving forward, and specifically to support our payment ecosystem, product development, regional expansion, and compliance/risk management initiatives. Part of the increases in legal, audit, and technology related expenses are related to Consent Order remediation.
- Merchant services operating expense increased 1.5% when compared to the previous quarter. Merchant services experiences seasonal fluctuations in revenue and processing volumes associated with the FFB Payments lines of business.
- Other operating expense increased \$405,000 from Q3-2025 and increased \$108,000 from Q4-2024 due to increases in professional fees, marketing, data processing, and technology related expenses.

**Operating Expense and Op. Ex. as a Percentage of Avg. Assets**  
(\$ in thousands)



# Diversified Non-Interest Income

- Diversified non-interest income stream.
- Non-Interest income for Q4-2025 decreased 3.4% when compared to Q4-2025, and decreased 44.3% from Q4-2024.
- Merchant services, representing 50.4% of non-interest income, provides an annuity like income stream.
- Gain on sale of loan was \$1.2 million for Q4-2025 attributed to the sale of SBA 7A and multifamily loans.
- Deposit fee income remained consistent with previous quarters at \$822,000 for Q4-2025.

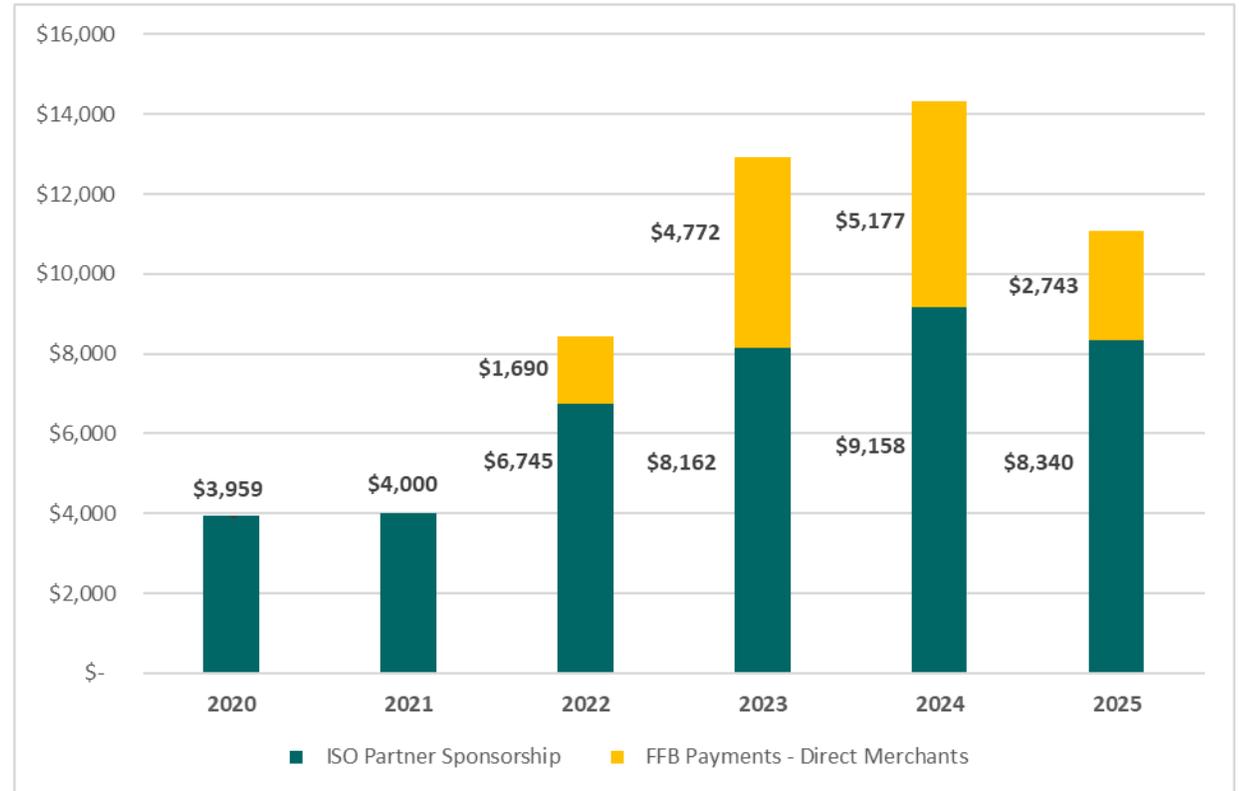


# Merchant Services Revenue

## Merchant Services Highlights

- Processing of payments for merchants across the country directly and through partners.
- Source of low-cost deposits and fee income. Merchant services income represented 11.3% of total operating revenue in Q4-2025.
- Merchant - ISO Partner Sponsorship business has agreements with several active ISO/ODFI partners who manage approximately 35,000 merchants across all 50 states.
- Continue to perform in-depth review of the merchant services business to assess its alignment with our overall risk appetite, given the significant growth in this area.
  - FFB Bank has exited, or is in the process of exiting, 6 ISO Partners.
  - The bank anticipates replacing this revenue through growth in FFB Payments and with increased activity in the remaining ISO partners.

## Merchant Services Revenue



# Merchant Services (continued)

## Deposit Impact of Merchant Services

- Merchant Services creates sticky deposit clients and is a unique eco system to obtain new banking business.
- \$73.3 million directly from ISO partners for merchant reserves and \$29.1 million in ISO partner operating and settlement accounts. These deposits, representing 7.6% of total deposits, are held in non-interest-bearing accounts.
  - Included in these ISO partner deposits are \$8.5 million in deposits for ISO partners to be exited in 2026.
  - To replace these non-interest-bearing deposits, the bank will look for growth from new Bank customers in its markets and from the existing ISO partners it will continue to support.

## Processing Volumes and Revenue Source

- During Q3-2025, the Merchant Services policy was updated to allow the onboarding of new merchants in high-risk customer verticals. The new policy will enable FFB Payments and remaining ISO partners to once again support all risk tiers in the payment space, while adhering to best-in-class compliance and AML/CFT standards.
- FFB Payments will provide better pricing and higher revenue for merchants directly banking with FFB.
- Strategic initiatives for 2026 and beyond include expanding FFB Payments direct sales personnel and product bundling merchant services with our expanded small business product suite.

## Merchant ISO Processing Volumes & Revenue

Source	Merchant ISO Processing Volumes (in thousands)				
	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
ISO Partner Sponsorship	2,773,101	3,099,287	5,347,695	5,007,998	4,891,643
FFB Payments- Sub-ISO Merchants	21,679	19,023	20,766	21,551	22,950
FFB Payments - Direct Merchants	26,347	28,573	71,746	97,095	91,133
	<u>2,821,127</u>	<u>3,146,883</u>	<u>5,440,207</u>	<u>5,126,644</u>	<u>5,005,726</u>

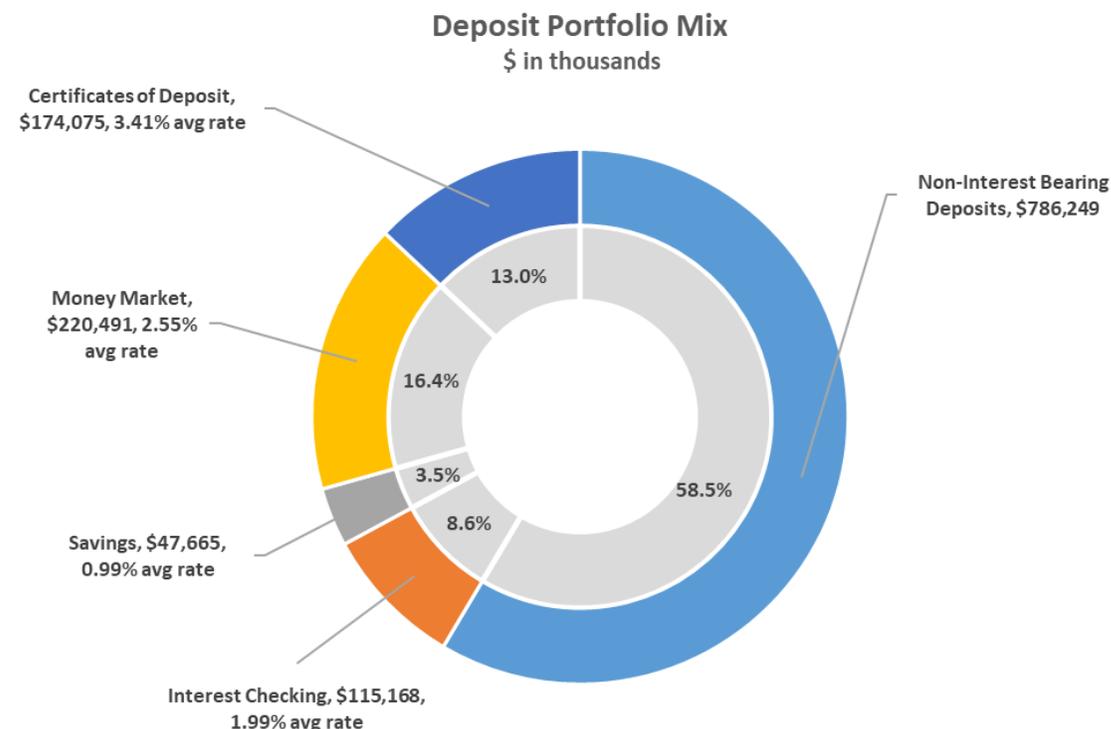
Source of Revenue	Merchant ISO Processing Revenues (in thousands)				
	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
<b>Net Revenue*:</b>					
ISO Partner Sponsorship	\$ 1,339	\$ 1,937	\$ 2,654	\$ 2,410	\$ 2,535
<b>Gross Revenue:</b>					
FFB Payments- Sub-ISO Merchants	726	633	727	745	764
FFB Payments - Direct Merchants	580	640	3,228	4,709	4,262
	<u>1,306</u>	<u>1,273</u>	<u>3,955</u>	<u>5,454</u>	<u>5,026</u>
<b>Gross Expense:</b>					
FFB Payments- Sub-ISO Merchants	883	780	708	616	638
FFB Payments - Direct Merchants	720	801	2,179	2,558	2,511
	<u>1,603</u>	<u>1,581</u>	<u>2,887</u>	<u>3,174</u>	<u>3,149</u>
<b>Net Revenue:</b>					
FFB Payments- Sub-ISO Merchants	(157)	(147)	19	129	126
FFB Payments - Direct Merchants	(140)	(161)	1,049	2,151	1,751
FFB Payments Net Revenue	<u>(297)</u>	<u>(308)</u>	<u>1,068</u>	<u>2,280</u>	<u>1,877</u>
Net Merchant Services Income:	<u>\$ 1,042</u>	<u>\$ 1,629</u>	<u>\$ 3,722</u>	<u>\$ 4,690</u>	<u>\$ 4,412</u>

\* ISO Partnership Sponsorship is recognized net of expense in Merchant Services Income. FFB Payments revenues are recognized gross in Merchant Services Income and Merchant Services expenses are recognized in Non-Interest Expense.



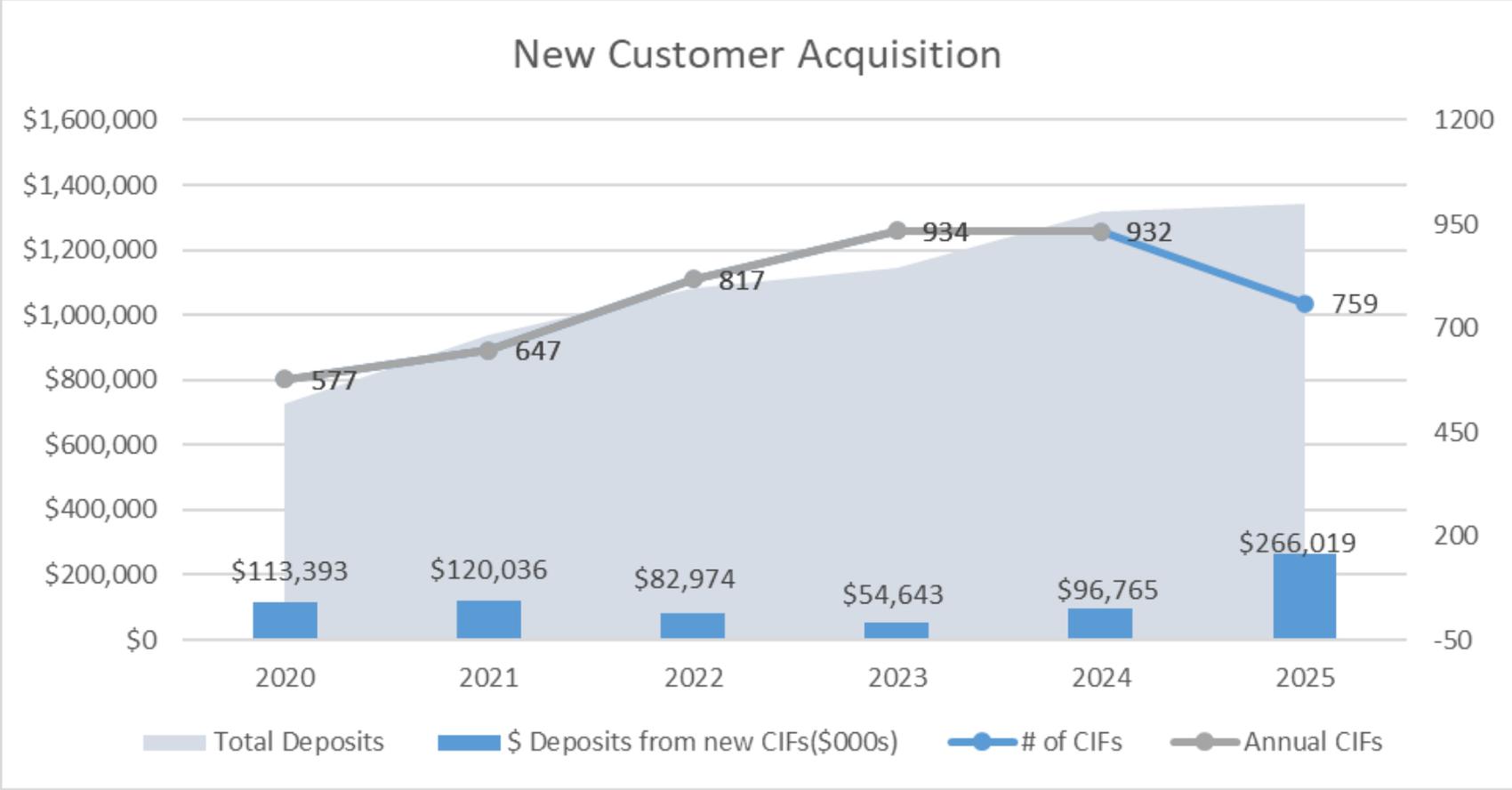
# Deposit Mix

- Low-cost deposit franchise with 58.52% of funds in non- interest checking (NIB).
  - 9.2% of NIB balances are in Bank-controlled accounts primarily for Merchant processing.
- Cost of interest-bearing deposits of was 2.80% in Q4-2025, 2.83% in Q3-2025, and 2.69% in Q4-2024.
- Cost to fund earning assets was 1.17% in Q4-2025, 1.13% in Q3-2025, and 1.00% in Q4-2024.
- Excluding Bank-controlled deposits, the 10 largest deposit relationships total \$190.1 million, or 14.1% of total deposits.
- Excluding Bank-controlled deposits, the average non-maturity deposit account balance is \$138,000.
- Compound annual growth over 5 years:
  - 13.1% total deposits
  - 12.0% for non-interest-bearing deposits



# Deposit Mix (continued)

- New customer relationships (CIFs) established in 2025 were 759. These new relationships generated \$266.02 million in new relationship deposit balances during the year. In 2025, we intentionally prioritized the quality and depth of new customer relationships over headline CIF growth, focusing on higher-value, better-fit clients that generate stronger, more sustainable deposit balances.



# Regional Expansion Strategy

- FFB Bank has expanded its leadership team under the Chief Banking Officer, to include regional heads that provide coverage across the State of California. These regions are represented by two regional heads in the Central Valley, one in Northern California, and three in Southern California.
- FFB Bank is exploring opportunities to expand its team and presence across the greater Los Angeles, Orange County, and Inland Empire areas.

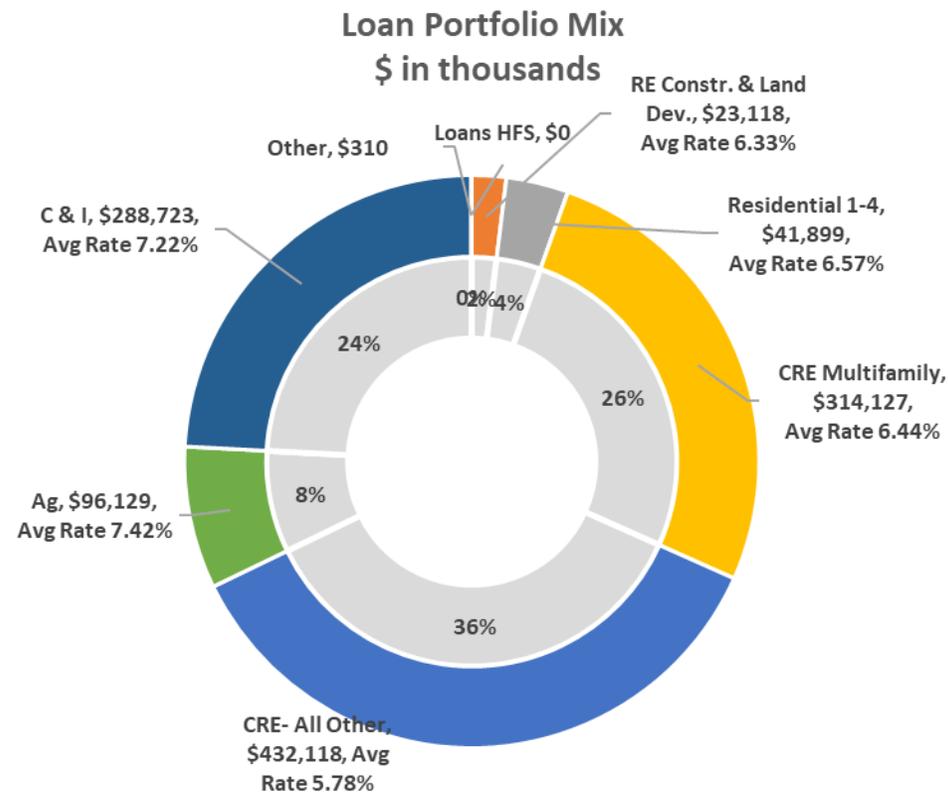
Regional Loan Balances as of December 31, 2025											
Central California		Northern California		Southern California		SBA		Wholesale Multifamily		Total	
\$	764,168	\$	29,415		55,129	\$	91,905	\$	255,807	\$	1,196,424

Regional Deposit Balances as of December 31, 2025											
Central California		Northern California		Southern California		Merchant Services		Wholesale Funding		Total	
\$	986,456	\$	29,595		82,233	\$	102,405	\$	142,960	\$	1,343,649



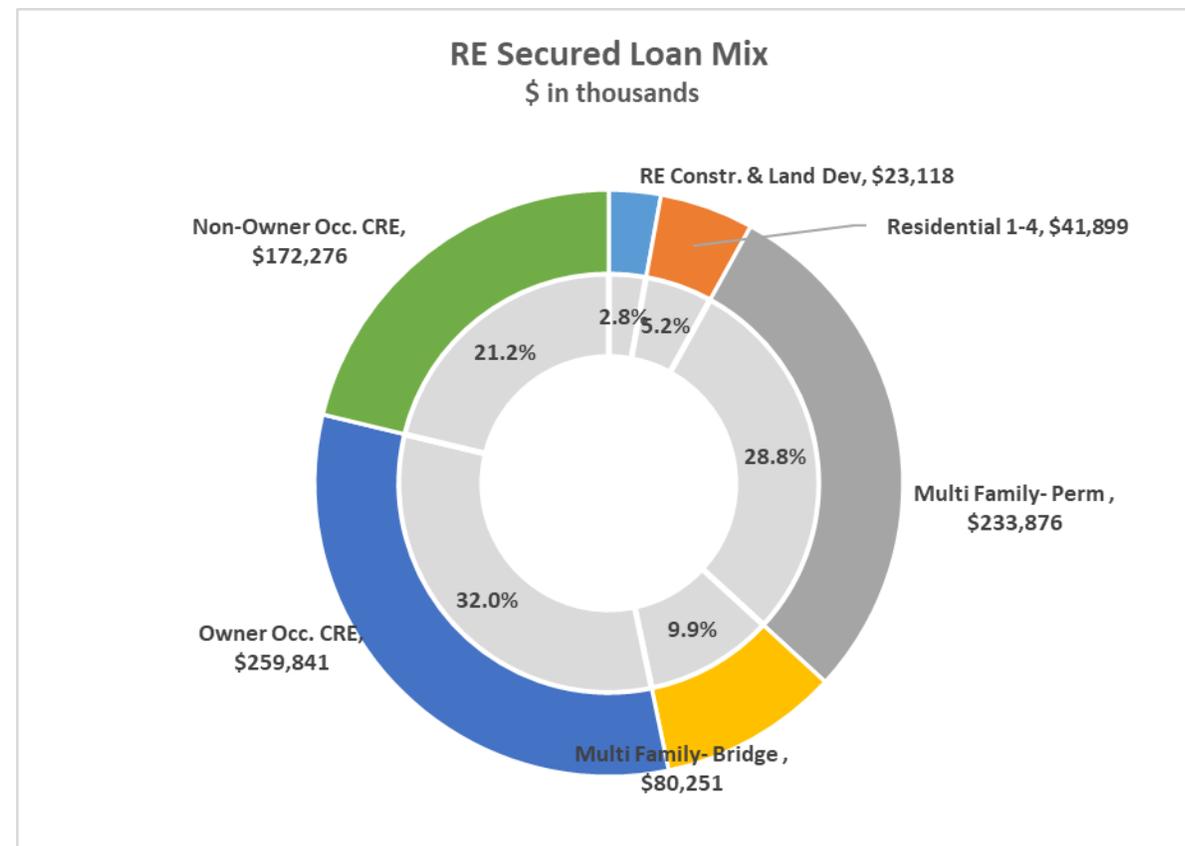
# Loan Mix

- Diversified loan portfolio.
- Total loans \$1.20 billion at December 31, 2025.
- \$59.2 million, or 4.94%, with US Govt. guarantee.
- Delinquent loans 0.39% of total loans.
- Non-performing assets to total assets 1.76%.
- Net charge-offs were \$3.3 million as of Q4-2025.
- Yield on average loans 6.54% in Q4-2025 compared to 6.95% at Q4-2024.
- Compound annual growth over 5.00 years excluding PPP loans 14.0%



# Loan Mix (continued) Breakdown of CRE Loans

- Loans secured by real estate represent 67.8% of the total loan portfolio
- Within CRE loans the largest segment is Multi Family with 25.6% or \$314.1 million. Multi Family loans are primarily originated by our SoCal lending group and are both placed in portfolio and sold to generate non-interest income. Multi Family includes permanent financing loans and short-term bridge loans.
- Bridge financing is offered for modest transitional projects of multi-family properties so owners can stabilize the property at current market rents to maximize NOI and market value for permanent financing. Typical uses of this financing are for moderate property and unit rehab, primarily deferred maintenance items.
  - Bridge loans are short-term (24 months or less), conservatively underwritten with minimum global DSCR requirement of 1.25:1, minimum verified liquidity requirement of 125% of rehab budget + interest expense, and recourse to owners with 25%+ ownership.



# Loan Mix (continued) Portfolio Monitoring

FFB's portfolio monitoring process includes a quarterly TransUnion credit score pull on all guarantors. In addition to credit score monitoring, revolving line of credit usage trends are monitored.

Credit Score Trend Analysis													
Range	01.04.23	04.13.23	07.11.23	10.06.23	01.04.24	04.04.24	07.03.24	10.16.24	01.09.25	04.23.25	07.15.25	10.02.25	01.15.26
Excellent (781-850)	54.1%	54.2%	54.4%	52.7%	52.5%	53.6%	51.0%	52.3%	52.3%	51.4%	52.3%	52.3%	51.7%
Good (720-780)	27.7%	27.7%	27.4%	27.8%	27.2%	24.7%	26.7%	25.2%	25.3%	24.4%	26.0%	25.8%	24.9%
Fair (658-719)	14.1%	13.4%	13.5%	13.4%	14.3%	15.2%	15.3%	15.0%	15.4%	15.8%	14.6%	13.6%	14.3%
Poor (601-657) (1)	3.0%	2.3%	3.1%	3.7%	3.3%	3.8%	3.1%	3.3%	3.2%	4.5%	4.1%	4.0%	4.3%
Very Poor (300-600) (1)	1.2%	1.3%	0.7%	0.8%	1.1%	1.2%	2.3%	2.8%	2.4%	3.0%	2.6%	3.1%	3.4%
Locked Score	1.5%	1.1%	1.0%	1.6%	1.6%	1.6%	1.5%	1.4%	1.4%	1.0%	1.1%	1.2%	1.4%
Average Credit Score (1)	774.16	775.81	775.48	774.58	772.24	772.47	769.12	768.64	768.59	765.63	768.29	769.09	766.95
Sample Size	845	1044	1030	1214	1219	1253	1279	1347	1354	1028	1317	1340	1347
Revolving Balances Trends													
	01.04.23	04.13.23	07.11.23	10.06.23	01.04.24	04.04.24	07.03.24	10.16.24	01.09.25	04.23.25	07.15.25	10.02.25	01.15.26
Average RLOC Usage	\$ 11,682	\$ 12,482	\$ 13,617	\$ 13,819	\$ 15,316	\$ 15,520	\$ 16,332	\$ 16,569	\$ 17,714	\$ 19,005	\$ 17,680	\$17,538	\$18,560
Average Credit Limit	\$ 59,759	\$ 64,816	\$ 65,724	\$ 66,872	\$ 68,554	\$ 69,288	\$ 70,234	\$ 71,483	\$ 73,759	\$ 75,897	\$ 74,156	\$74,382	\$76,419
Average % Used	19.5%	19.3%	20.7%	20.7%	22.3%	22.4%	23.3%	23.2%	24.0%	25.0%	23.8%	23.6%	24.3%

(1) Average credit score deterioration is the result of migration within subprime segments, though improvement was noted in the current quarter.

# Loan Mix (continued) Non-Performing & Delinquent Loans

- For Q4-2025 non-performing loans totaled \$27.8 million or 1.76% of total assets. These non-performing loans include SBA loans which have a government guaranteed portion. Additionally, all non-performing loans were subject to individual loan allowance evaluation.
- For Q4-2025, 30+ days delinquent loans totaled \$4.7 million or 0.39% of total loans. The table below shows delinquent loans net of any government guarantee.

<b><i>Non-Performing Loans:</i></b>	<b>December 31, 2025</b>	<b>Govt. Guaranteed</b>	<b>Individual</b>	<b>Potential Remaining</b>	<b>Secured by</b>
<b><u>Loan Type</u></b>	<b>Balance</b>	<b>Amount</b>	<b>Allowance</b>	<b>Exposure</b>	<b>R/E Collateral</b>
Commercial & Industrial	\$ 13,814	\$ 8,310	\$ 3,595	\$ 1,909	<b>No</b>
Commercial Real Estate:					
Multifamily	10,000	-	2,160	7,840	<b>Yes</b>
CRE owner- occupied	3,942	1,400	47	2,495	<b>Yes</b>
	<b>\$ 27,756</b>	<b>\$ 9,710</b>	<b>\$ 5,802</b>	<b>\$ 12,244</b>	

<b><i>Delinquent Loans:</i></b>	<b>December 31, 2025</b>	<b>Govt. Guaranteed</b>	<b>Potential Remaining</b>	<b>Secured by</b>
<b><u>Loan Type</u></b>	<b>Balance</b>	<b>Amount</b>	<b>Exposure</b>	<b>R/E Collateral</b>
Commercial & Industrial	\$ 2,126	\$ 366	\$ 1,760	<b>No</b>
Commercial Real Estate:				
CRE owner- occupied	2,089	305	1,784	<b>Yes</b>
CRE non-owner occupied	-	-	-	
Agriculture	474	474	-	
	<b>\$ 4,689</b>	<b>\$ 1,145</b>	<b>\$ 3,544</b>	

# Investment Mix

- Balanced investment portfolio
- Total investments book value \$240.9 million at December 31, 2025. Held-to-Maturity securities represent 0.24% of the portfolio.
- Tax equivalent yield of 3.70% for Q4-2025.
- Effective duration of 6.40 years - balances are overall in an asset sensitive earning asset position.
- 6.8% (pre-tax) price decline in value due to market rate change, spreads, and changes in portfolio duration.
- At December 31, 2025, AOCI unrealized loss was \$12.5 million which represents 6.74% of total shareholder's equity.
- At December 31, 2025, \$52.2 million in securities were pledged to FHLB and \$116.1 million were pledged to Federal Reserve Bank for secured borrowing facilities.

