



Annual Meeting of Shareholders

May 20, 2025

Rooted In Tradition.
Shaping Our Tomorrow.



**POTOMAC
BANCSHARES**

Forward Looking Statements

Certain statements made in this document may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that include projections, predictions, expectations, or beliefs about events or results or otherwise are not statements of historical facts, such as statements about the Company's growth strategy and deployment of capital. Although the Company believes that its expectations with respect to such forward-looking statements are based upon reasonable assumptions within the bounds of its existing knowledge of its business and operations, there can be no assurance that actual results, performance, or achievements of the Company will not differ materially from those expressed or implied by such forward-looking statements. Factors that could cause actual results to differ from those discussed in such forward-looking statements include, but are not limited to, the following: (1) general economic conditions, especially in the communities and markets in which the Company conducts its business; (2) credit risk, including risk that negative credit quality trends may lead to a deterioration of asset quality, risk that our allowance for credit losses may not be sufficient to absorb actual losses in the Company's loan portfolio, and risk from concentrations in the Company's loan portfolio; (3) changes in the real estate market, including the value of collateral securing portions of the Company's loan portfolio; (4) changes in the interest rate environment; (5) operational risk, including cybersecurity risk and risk of fraud, data processing system failures, and network breaches; (6) changes in technology and increased competition, including competition from non-bank financial institutions; (7) changes in consumer preferences, spending and borrowing habits, demand for our products and services, and customers' performance and creditworthiness; (8) difficulty growing loan and deposit balances; (9) the Company's ability to effectively execute its business plan; (10) changes in regulations, laws, taxes, government policies, monetary policies and accounting policies affecting bank holding companies and their subsidiaries, including changes in deposit insurance premiums; (11) deterioration in the financial condition of the U.S. banking system may impact the valuations of investments the Company has made in the securities of other financial institutions; (12) regulatory enforcement actions and adverse legal actions; (13) difficulty attracting and retaining key employees; and (14) other economic, competitive, technological, operational, governmental, regulatory, and market factors affecting the Company's operations. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether because of new information, future events or otherwise, except as required by applicable law.

Vision

**BCT is a high performing *presence* in
the tri-state region of WV, MD and VA**

**The clear *Bank of Choice* for businesses
and members of the community**

Core Values



Integrity

Work in authentic, trustworthy ways to do the right thing every time, in all interactions, with our clients and colleagues



Teamwork

We are accountable to each other to be a collective WE, responsible to our vision, future, and success



Growth

Provide opportunities for our colleagues to feel well-prepared, confident, and able to grow their careers with BCT



Client Commitment

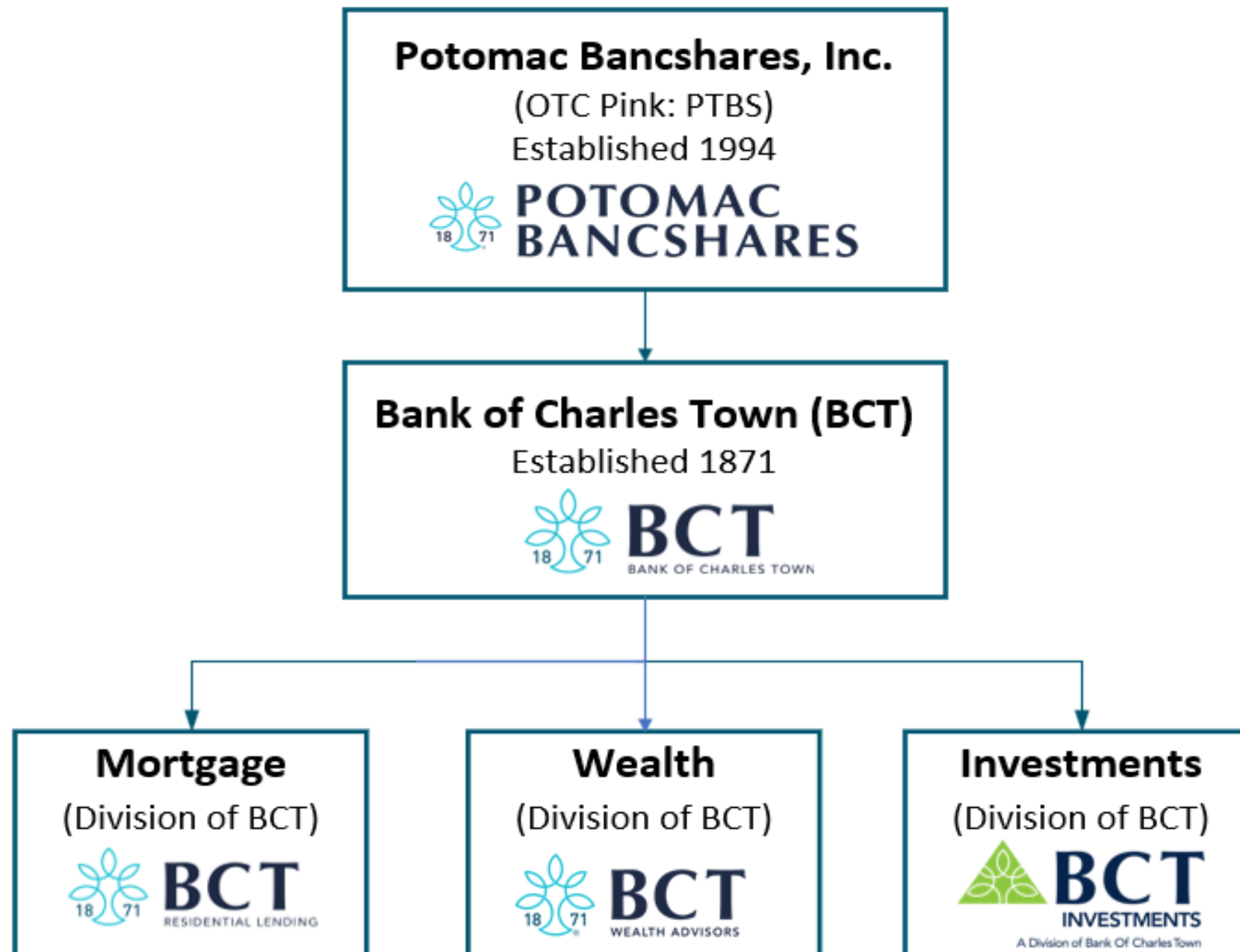
Being in the moment, fully engaged and listening to our clients' needs to provide high quality products and services that simplify their financial lives



Community Focus

We live our founding principle, "neighbors helping neighbors," growing our communities through our time, talent, and support

Potomac Bancshares Overview



Recently Retired Executives

**Thank You
for Your
Leadership**



Dean Cognetti, CFO

Retired 9/2024

13 Years of Service



Tim Lewis, CRBO

Retired 12/2024

22 Years of Service

Recently Hired Executives

**Welcome
New
Leaders**



Shane Bell, CFO
Joined PTBS 12/2024



Ron Burley, CRBO
Joined PTBS 10/2024

Employee Growth



Promotions and Transfers:

2024

12 Promotions
8 Transfers

2025 to Date

18 Promotions
2 Transfers

AMERICAN BANKER
**BEST BANKS
TO WORK FOR**
2019

AMERICAN BANKER
2020
Best
Banks to
Work For

AMERICAN BANKER
**2021 Best Banks
to Work For**

AMERICAN BANKER
**2023 Best Banks
to Work For**

AMERICAN BANKER
**2024 Best Banks
to Work For**

Local Recognition



Client Survey and Testimonials

Client Survey

Key Findings

1. Client Loyalty and Longevity

- 71% of clients have banked with BCT for more than 10 years, an impressive measure of long-term client retention.
- Clients commonly referenced loyalty built over time, often through personalized service and consistent positive experiences.
- Word-of-mouth referrals (40.3%) were the most common way clients discovered BCT, emphasizing the power of reputation and trust.
- The Net Promoter Score (NPS) of 69 is a strong reflection of overall satisfaction, with 78% of clients identified as promoters.
- Clients frequently expressed pride in banking with BCT, describing it as “a community cornerstone” and “a bank that cares.”

POSTERN

“

I feel like I matter at BCT. They've shown that it's not just about our finances, it's really more about us as people.”

I MATTER.

Courtney Jordan
Founder & CEO – The Jordan Group



BCT Cares Foundation



Organizations Supported

- Berkeley County Backpack Program
- Community Combined Ministries
- HARC/Micah's Backpack
- Fueled

Total BCT Cares Foundation Support

- **\$90,000** raised in 2024
- **\$125,000** donated in 2024
- **\$405,000** raised overall

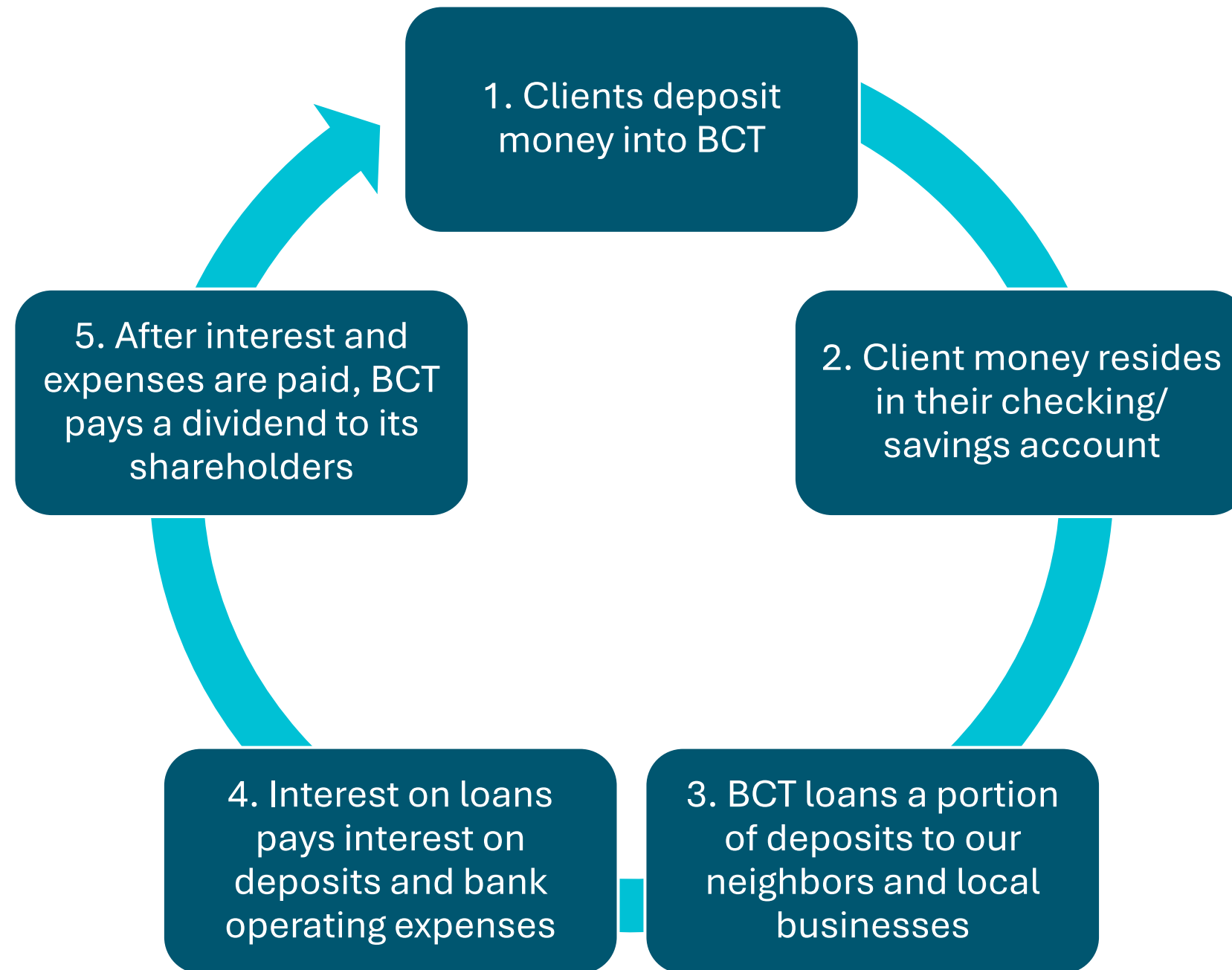
BCT 2024 Volunteer Hours

- **1,755** Hours

Community Reinvestment Act (CRA)



The Circle of Community Banking

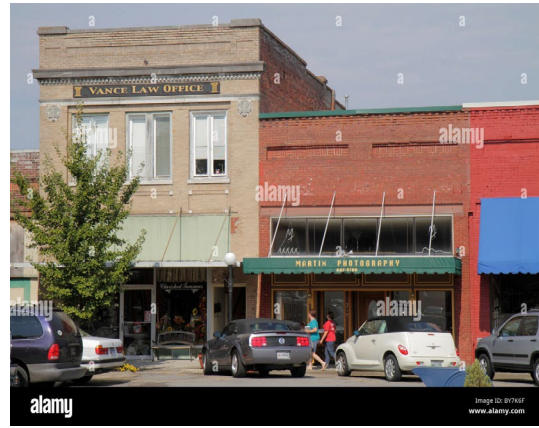


Any remaining money simply adds to the Bank's capital, clients feel safe and secure in the institution where they deposit their money, and then the cycle begins again.

Thoughtful Diversification of Commercial Banking



Traditional C&I lending in our Core Markets led by seasoned, well-known Community Market Presidents



Commercial Real Estate led by seasoned, well-known banker with contacts throughout Washington DC MSA (2019)



SBA Lending team lift-out in May 2021 of 3 seasoned bankers, each with over 25 years experience. *Preferred Lender* status achieved in October 2021. Currently ranked 3rd in WV and VA of similar sized banks.



Government Contractor business line added in October 2023, hired seasoned banker with over 20 years experience in government contract banking. Opportunities in all markets served.

Scalable Fee Income-Based Business Lines



- Partnered with Clearstead Advisors for Investment Management
- Outsourced back-office to Fi-Tek



- Partnered with Lender Solutions for all back-office functions
- Better execution for greater margins

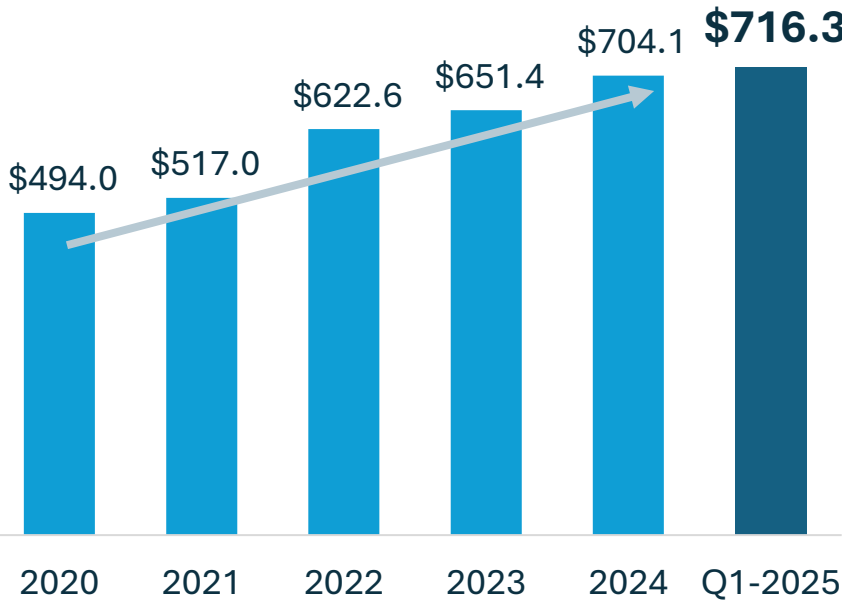


- Partnered with Sterling Financial Management, a registered LPL Advisory Firm
- BCT receives a percentage of gross fees

Balance Sheet Growth

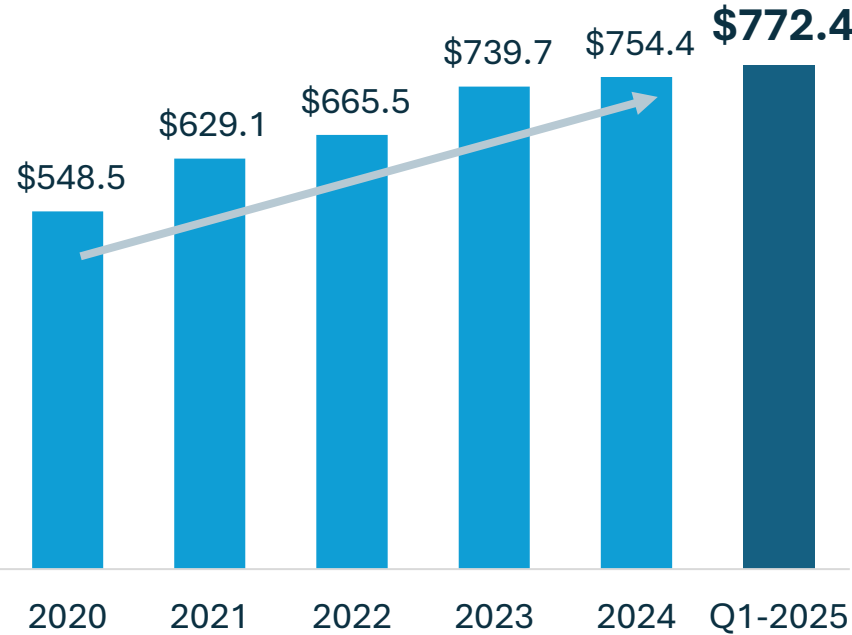
Loans (\$mm)

11.3%
CAGR



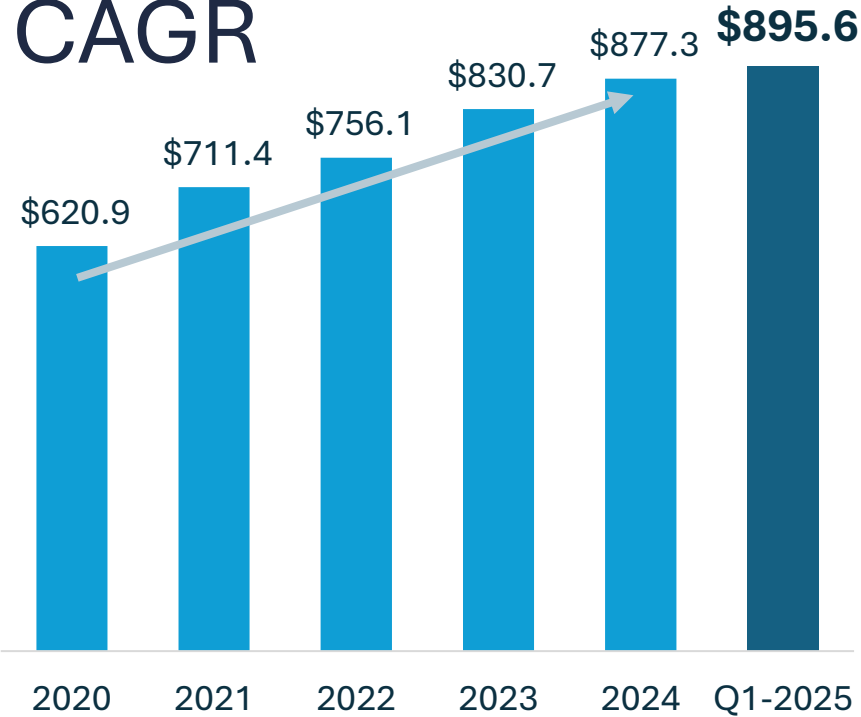
Deposits (\$mm)

10.9%
CAGR



Assets (\$mm)

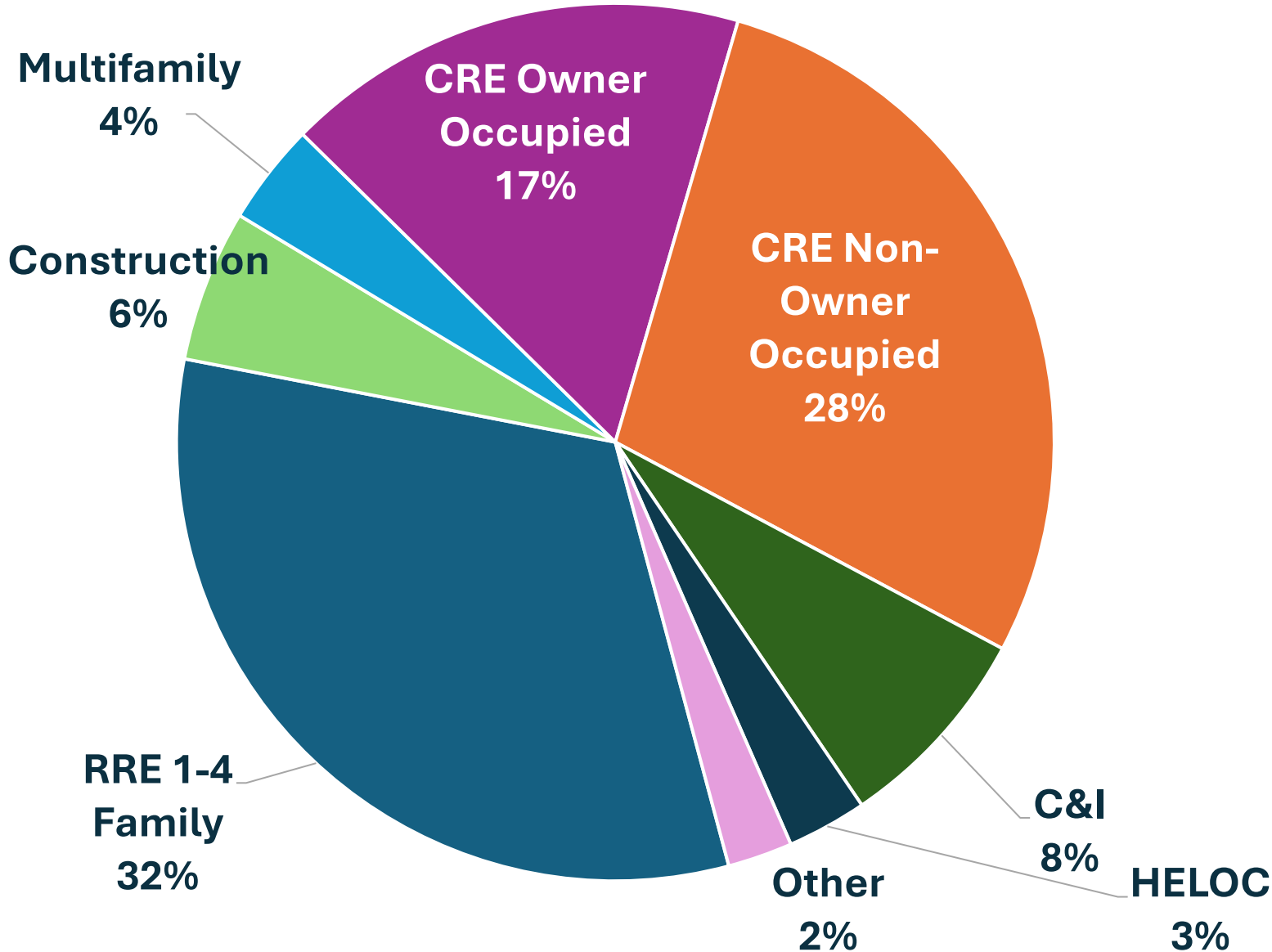
11.2%
CAGR



Diversified Loan Portfolio

As of December 31, 2024

Portfolio Composition



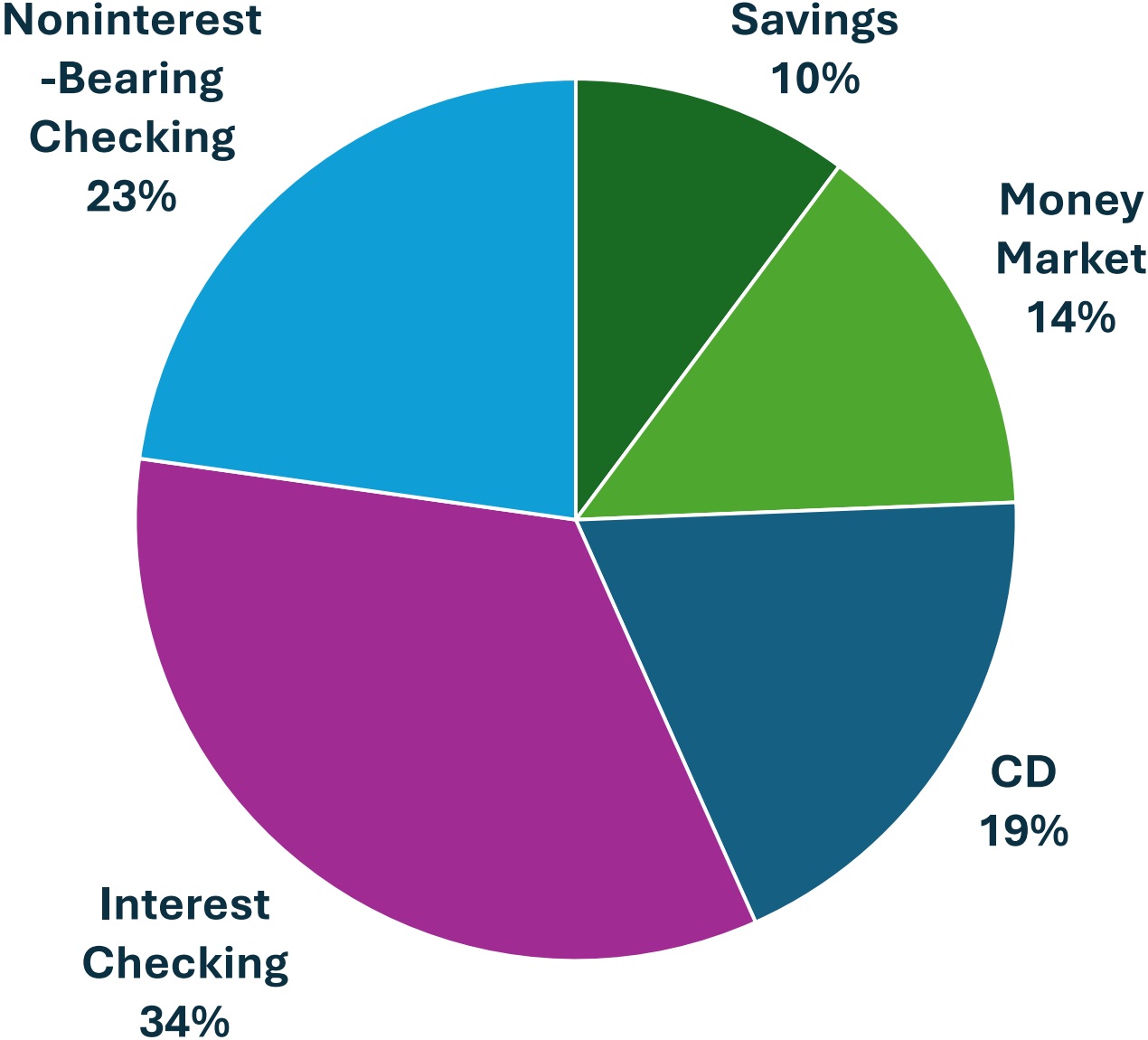
Asset Quality

- NPAs / Assets 0.25%
- Substandard Loans Accruing/ Total Loans 0.64%
- >30 Days Past Due Loans Accruing / Total Loans 0.07%

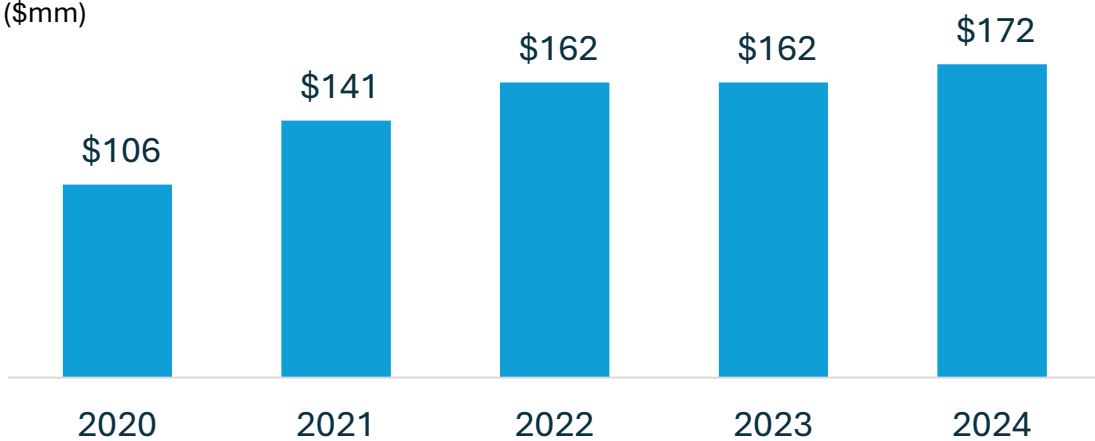
Low-Cost Deposit Portfolio

As of 12/31/2024, unless otherwise noted

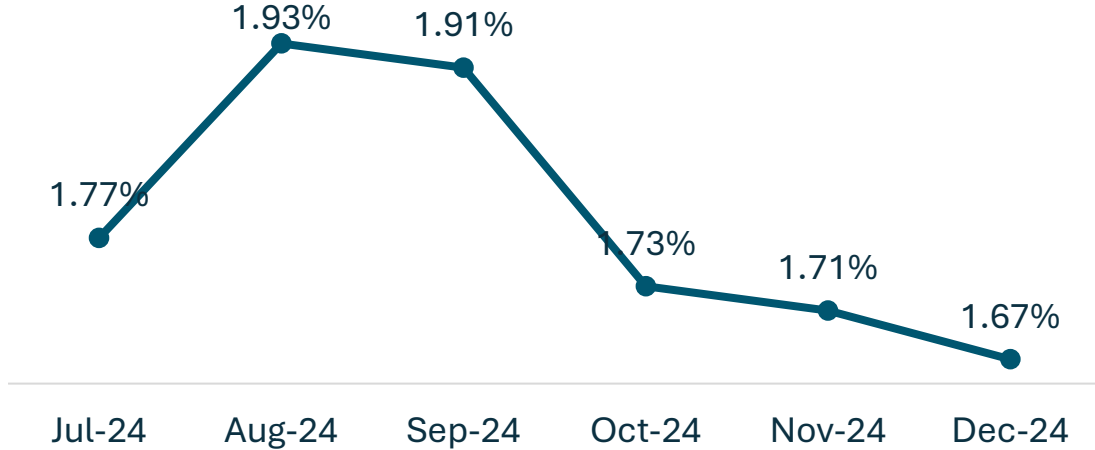
Portfolio Composition



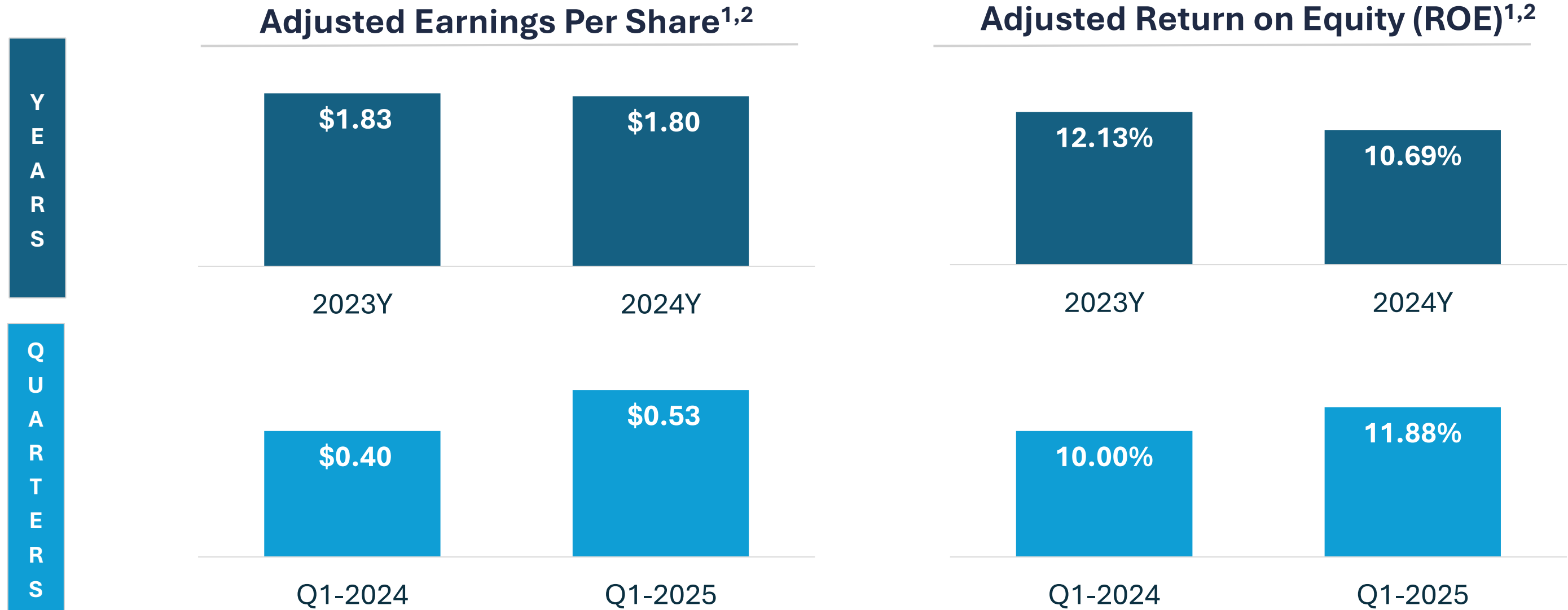
Noninterest-Bearing Checking



Relationship Pricing Drives Lower Cost



Earnings and Profitability

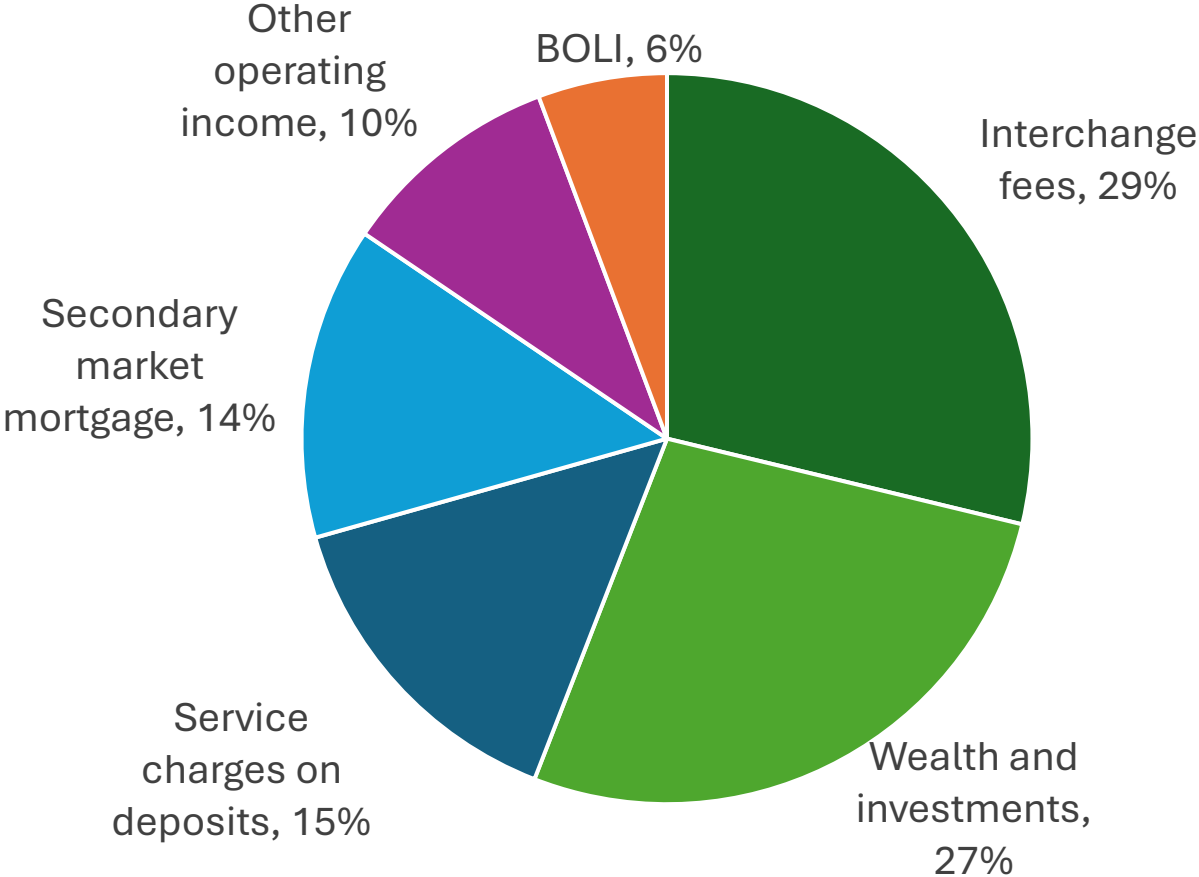


¹ Unaudited non-GAAP financial measure.

² Excludes the impact of net losses on sales of securities and PPP income, net of taxes.

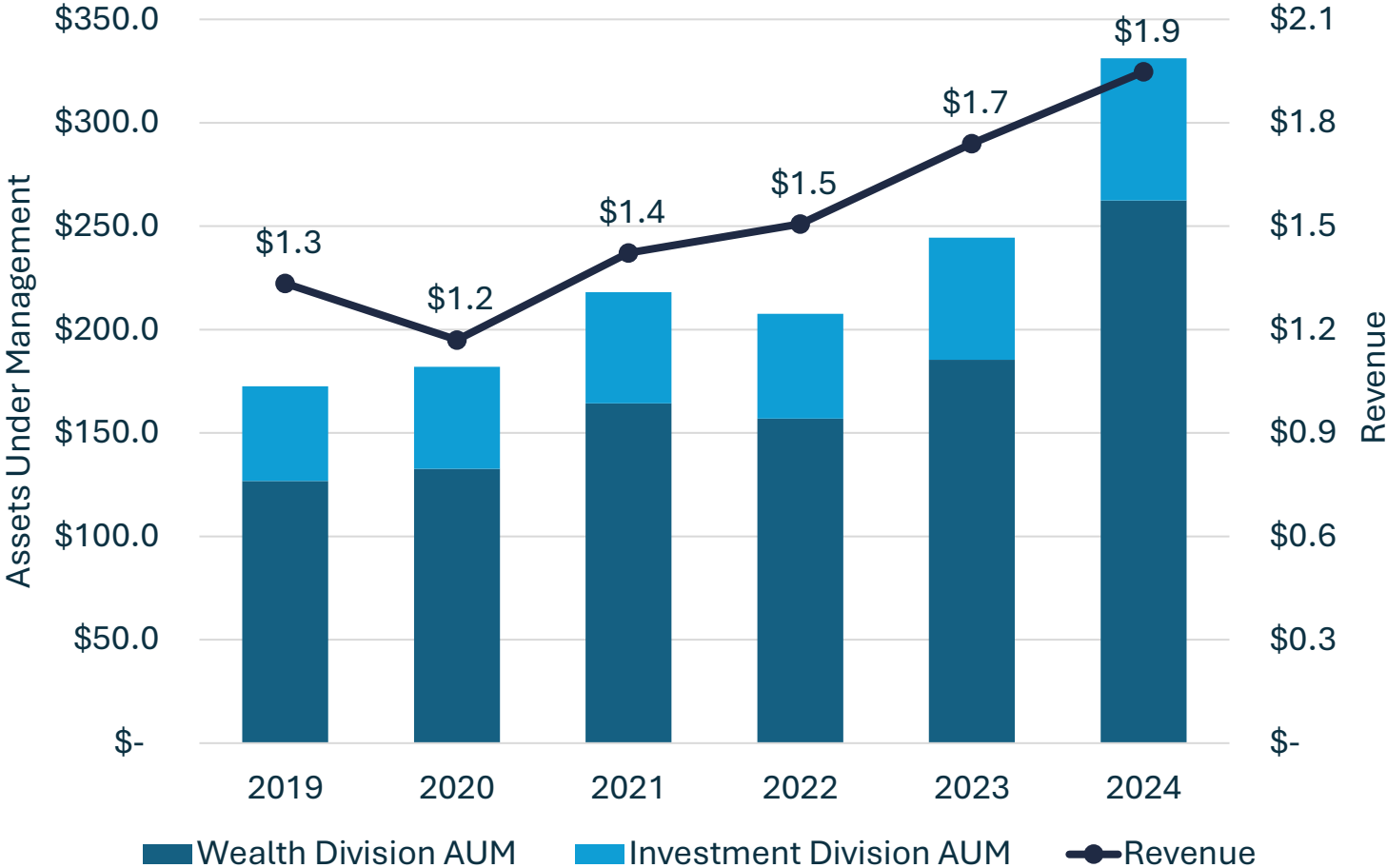
Diversified Revenue

Adjusted Noninterest Income¹



2024Y Noninterest Income to Total Revenue = 21%¹

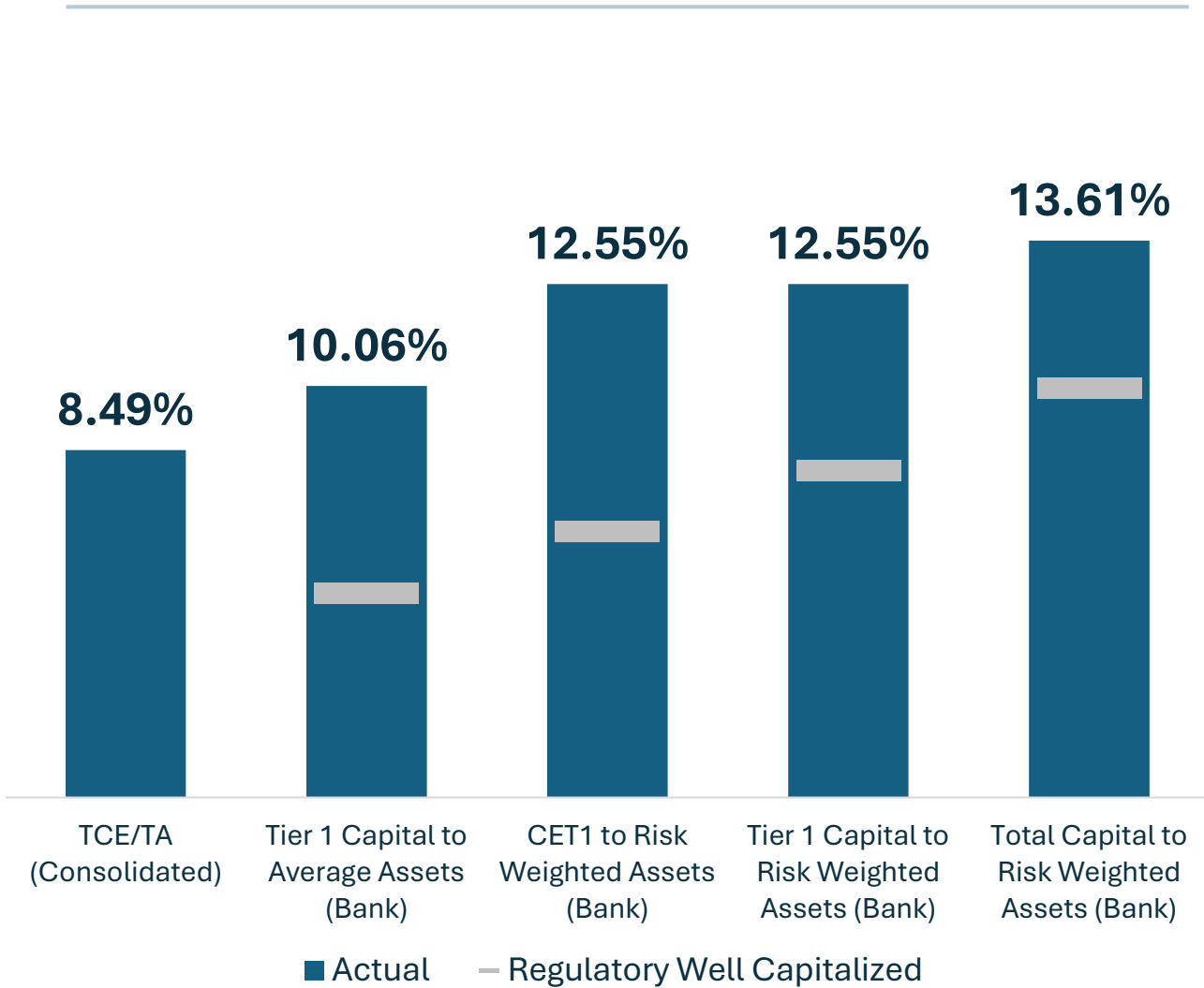
Wealth Management Assets Under Management (\$mm)



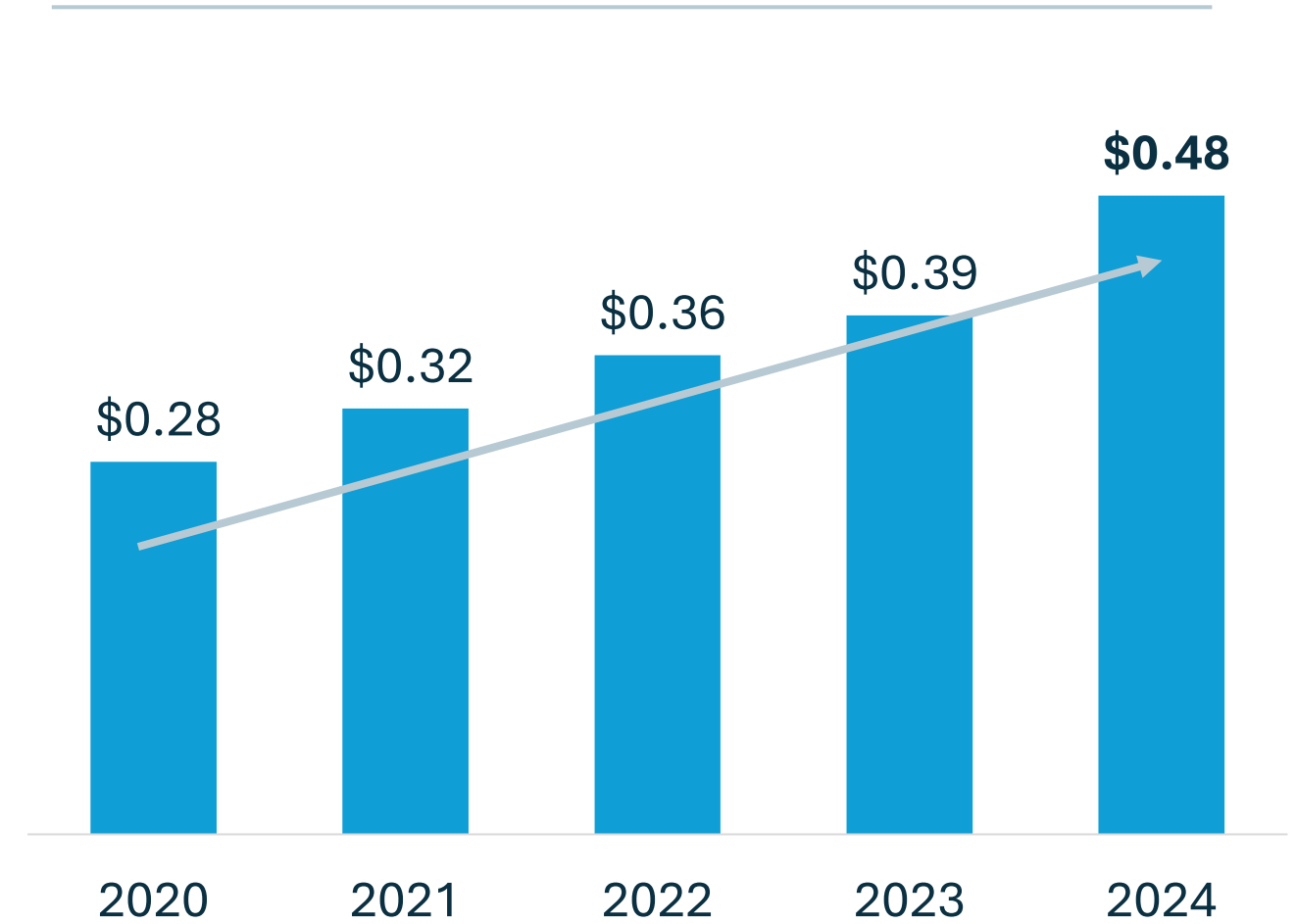
¹ Unaudited non-GAAP measures excludes net gain on sale of equipment and net loss on securities available for sale.

Capital Management

Capital Ratios



Cash Dividends Per Share



Bringing Awareness to Our Story



Jackson Andrew
Daniel Cardenas

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May 16, 2025

BANKS & THRIFTS

Community Bank Spotlight: PTBS - Potomac Bancshares, Inc. in Charles Town, WV



**Janney Washington DC
Fall Investor
Conference**
– September 2024



**Virtual Bank
Conference**
–March 2025

Positioning PTBS for Future Success

Focused Growth Strategies

Leverage SBA
Lending

Launch
Government
Contractor
Lending

Expand Wealth
and Mortgage
Divisions

Commercial
Deposits /
Treasury



Thank you!