

INVESTOR PRESENTATION

October 27, 2022



COASTAL
FINANCIAL CORPORATION

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Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures for 2017 to exclude the impact of a deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act of 2017 (the "Tax Cuts and Jobs Act"), including adjusted net income, adjusted earnings per share-diluted, adjusted return on average assets and adjusted return on average shareholders' equity. These non-GAAP financial measures and any other non-GAAP financial measures that we discuss in this presentation should not be considered in isolation, and should be considered as additions to, and not substitutes for or superior to, measures of financial performance prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their most directly comparable GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of Coastal's non-GAAP financial measures as tools for comparison. See the Appendix to this presentation for a reconciliation of the non-GAAP financial measures used in (or conveyed orally during) this presentation to their most directly comparable GAAP financial measures.

This presentation includes non-GAAP financial measures to illustrate the impact of BaaS loan expense on net loan income and yield on CCBX loans. Net BaaS loan income divided by average CCBX loans is a non-GAAP measure that includes the impact BaaS loan expense on net BaaS loan income and the yield on CCBX loans. The most directly comparable GAAP measure is yield on CCBX loans.

LONG-TERM STRATEGIC VERTICALS



- **Best-in-class community bank** that offers lending and deposit products to commercial customers
- Community bank loan portfolio consists **primarily of CRE loans, Construction, Land and Land Development loans, and C&I loans - \$1.40 billion, or 87.4%** of community bank loans
- Attractive funding mix with **97.9% core deposits⁽¹⁾ and cost of deposits of 0.16%**
- Conservative credit culture with strong **Net Charge-off performance: 0.03% YTD⁽²⁾**
- **Asset-sensitive balance** sheet that is well-positioned for current rising interest rate environment

- **Provides Banking as a Service (BaaS)** to broker dealers and digital financial services providers
- **19 active partners** with 7 more currently in the testing / implementation / onboarding or signed LOI stage
- **Robust sourcing capabilities and thorough due diligence** of potential partner relationships
- **Exceptional growth in BaaS program fee income⁽³⁾** of 114.3% YoY
- **Strong deposit generation platform** with total balance of **\$1.20 billion** (98.0% growth YoY), and excluding \$266.7 million transferred off the balance sheet
- **\$915.6 million in total loans receivable**, with credit and fraud enhancements (381.3% growth YoY)

Note: Data as of three months ended September 30, 2022 unless otherwise indicated

(1) Core deposits are all deposits excluding brokered and time deposits.

(2) Community bank only.

(3) Total BaaS program fee income includes servicing and other BaaS fees, transactions fees, interchange fees and reimbursement of expenses.

CONSOLIDATED FINANCIAL HIGHLIGHTS - As of and for the Quarter ended September 30, 2022

Balance Sheet (in millions)

Total Assets	\$3,133.7
Total Loans Held for Sale	\$43.3
Total Loans	\$2,507.9
Total Deposits	\$2,837.1
Total Shareholders' Equity	\$228.7

Earnings and Profitability

Net Income (in millions)	\$11.1
Return on Average Assets ("ROAA") - annualized	1.45%
Return on Average Shareholders' Equity -annualized	19.36%
Net Interest Margin -annualized	6.58%
Efficiency Ratio	61.12%
Loans Receivable to Deposits	89.92%

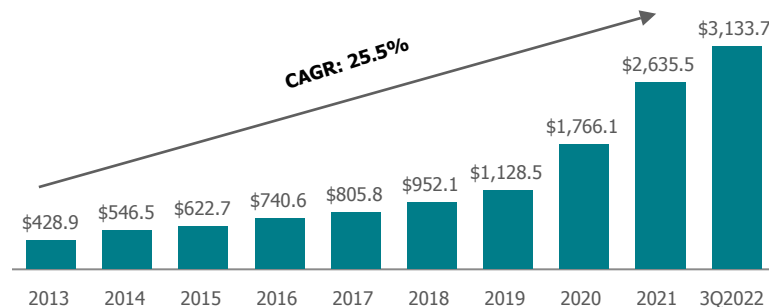
Capital Ratios (Consolidated)

Total Shareholder Equity to to Total Assets	7.30%
Tangible Equity to Tangible Assets ⁽¹⁾	7.30%
Tier 1 Leverage Capital Ratio	7.70%
Tier 1 Risk-Based Capital Ratio	8.62%
Total Risk-Based Capital Ratio	10.80%

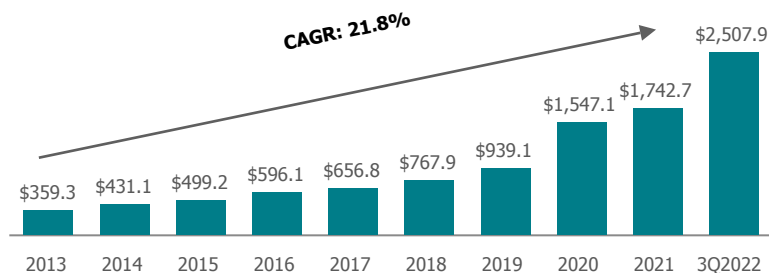
Asset Quality

Total Nonperforming Assets to Total Assets	0.73%
Total Nonperforming Loans to Total Loans	0.91%
Allowance for Loan Losses to Total Loans	2.36%
Total Net Charge-Offs to Average Loans -annualized	1.38 %
Community Bank Net Charge-Offs to Average Loans	0.10 %
CCBX Net Charge-Offs to Average Loans ⁽⁴⁾	3.59 %

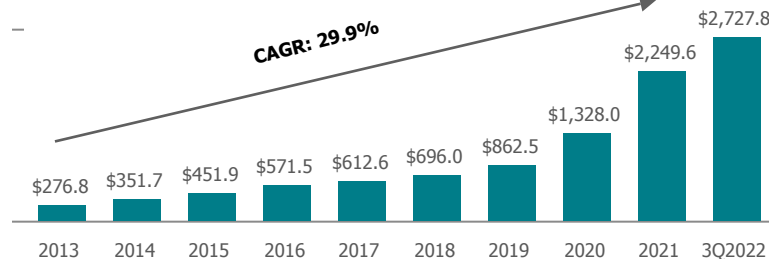
Total Assets



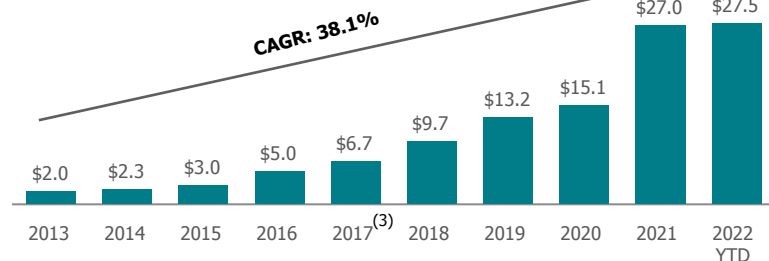
Total Loans



Core Deposits ⁽²⁾



Net Income



Note: Annual data as of or for the year ended December 31 of each respective year

(1) Tangible equity to tangible assets is a non-GAAP measure. Since there is no goodwill or other intangible assets as of the date indicated, tangible equity to tangible assets is the same as total shareholders' equity to total assets as of the date indicated.

(2) Consists of total deposits less all time and brokered deposits.

(3) 2017 net income is adjusted to exclude the impact of a deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act. Refer to "Non-GAAP Reconciliation" in the Appendix for additional details.

(4) CCBX net charge-offs were 100% covered by the credit enhancements provided by the partner.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE ("ESG") INITIATIVES

ESG Across Coastal

For Coastal, ESG is a complex initiative across the whole organization. Addressing the issue of the 14.1 million unbanked people⁽¹⁾ in the United States cannot be tackled with merely adding products or doing diversity, equity and inclusion training. Nor can real environmental impact happen through mere board level policies and simply changing our investment portfolio. We are choosing to tackle ESG throughout our company with meaningful actions and collaboration.

CCBX – Working with our CCBX partners allows us to provide a broader range of services for different demographics through their offerings. Developing the kind of unique offerings to specific under-served or under-banked populations would be difficult for a bank our size, but by partnering with third-party fintech partners like FAIR, Brigit and Greenwood we are able to use our banking charter to support this effort in a much broader scope.

Coastal Community Bank – Our community bank has always had close ties to the communities we serve and has been recognized as a corporate philanthropist by the Puget Sound Business Journal. We are now evolving to offer affiliated products through our third-party fintech partners that are more inclusive and meet their needs of a broader range of consumers. Once again, our scope and reach is multiplied by collaborating with our third-party fintech partners to offer inclusive products.

Social Responsibility

Financial Inclusion

We see financial inclusion as **providing access to useful and affordable financial products and services to meet the needs of the under-served**. However, overcoming a widespread distrust of banks, lack of financial education, and barriers to entry are all part of the process to bring the underserved in our communities the financial products and services they need to thrive.

We are actively working to address:

- **Accessibility to services**
- **Needs based solution**
- **Education**

BankOn, a local coalition that works to **improve the financial stability of unbanked and underbanked residents**, is expected to launch in Fall 2022.

Environmental Responsibility

Climate Change

Coastal is approaching our responsibility in many ways from **understanding our carbon footprint and identifying offsets to developing strong partnerships with ESG focused fintechs**.

In 2022, we plan to **complete a Sustainable Impact Survey with Aspiration** to understand our GHG impact and ways we can offset it. Working with Aspiration, we are exploring ways to develop customer facing-solutions that enable climate action.

Additionally, we have and will continue to consider climate change and **its impact on our loan portfolio and customers**.

(1) Source: National Survey of Unbanked and Underbanked Households by the Federal Deposit Insurance Corporation (FDIC) in June 2021.

CCB OVERVIEW

Dedication to Community Banking

Coastal Community Bank was established in 1997 with a focus on serving small to medium-sized businesses within the Puget Sound region.

Offers traditional lending and deposit products to commercial and retail customers

- Lending products: Commercial real estate, Small Business Administration ("SBA"), business lines of credit and term, residential mortgage, and credit card and other consumer loans
- Deposit products: Checking, savings, money market, CD's & IRA's

Provides business services such as treasury management, remote deposit capture and credit card processing

Notable Employers



CCB's Core Markets

Largest community bank by deposit market share in Snohomish County ⁽¹⁾

- Headquartered in Everett, Washington - the largest city in and county seat of Snohomish County

14 full-service banking locations

- 12 in Snohomish County
- 1 in Island County
- 1 in King County

Accolades and Recognitions

PIPER | SANDLER

"Bank and Thrift Sm-All Stars"
2019 -2022 - Piper Sandler

RAYMOND JAMES

Raymond James
"Community Bankers Cup Award" 2019-2021



2014-2021 Recipient of the prestigious "5-Star Rating" from BauerFinancial, Inc.



2022 "Corporate Citizenship" from the Puget Sound Business Journal



Stanwood & Camano News
"Best Bank" 2013 - 2022

(1) FDIC Summary of Deposits June 30, 2022.

Note: Data as of September 30, 2022 unless otherwise indicated

Business Overview

CCBX provides banking as a service (BaaS) that enables broker dealers and digital financial services partners to offer their customers banking services

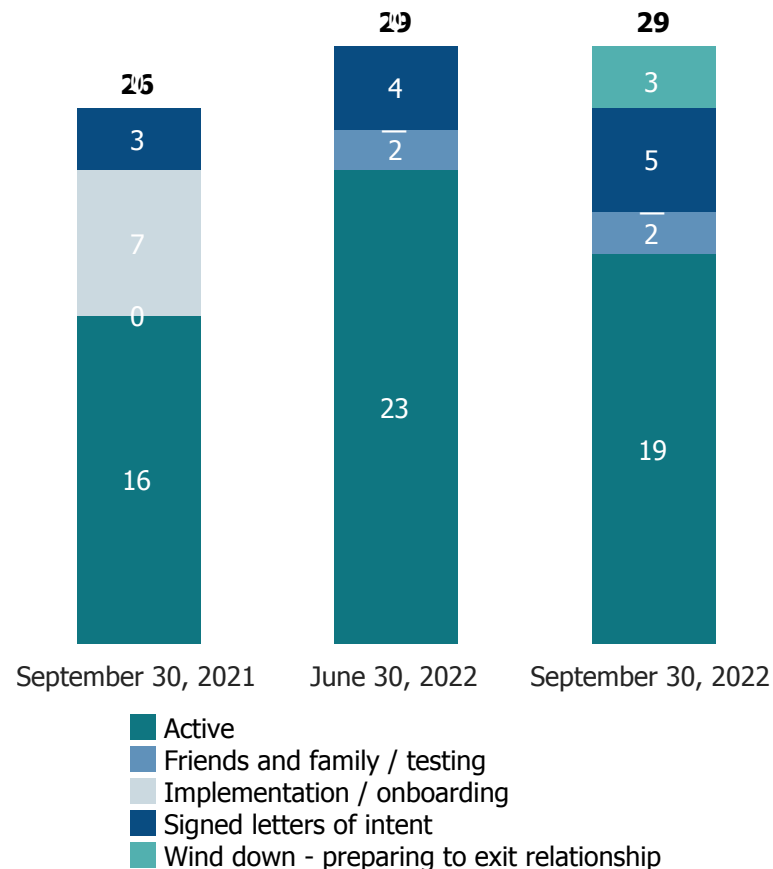
19 active partners with 7 more currently in the testing or signed LOI stage as of September 30, 2022:

- Robust sourcing capabilities and intensive due diligence process
- We continue to refine the criteria for CCBX partnerships and are exiting relationships where it makes sense for both parties and are focusing on selecting larger and more established partners, with experienced management teams.
- During the quarter ended September 30, 2022 a few partners wound down their CCBX programs; these programs were not material in terms of income and sources of funds.

Fee-based business model primarily driven by:

- Servicing, expense recovery and other BaaS fees
- Interchange fees
- Credit and fraud enhancements
- Interest income

CCBX Partner Activity

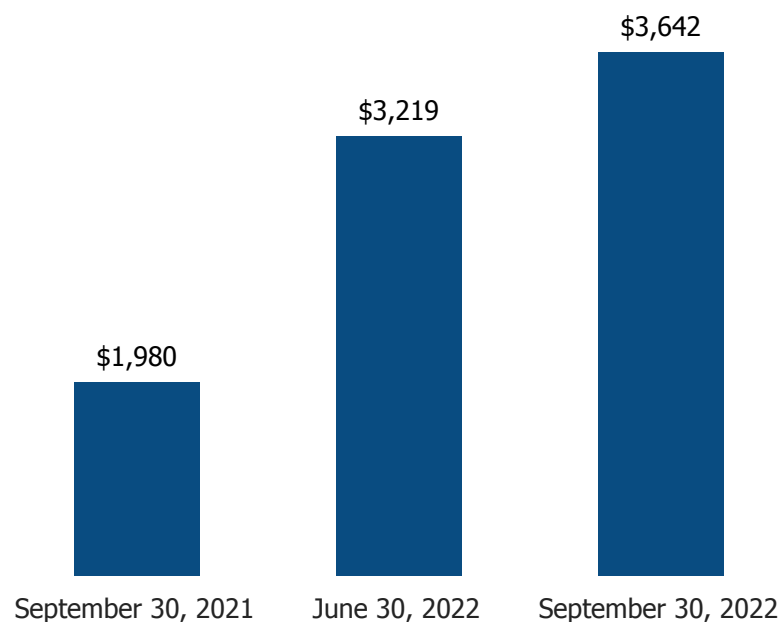


Revenue Growth

- **BaaS Fees includes \$29.6 million in credit enhancements and fraud enhancements** for the three months ended September 30, 2022, compared to \$20.7 million for the three months ended June 30, 2022 and \$306,000 for the three months ended September 30, 2021
- **Reimbursement for any partner credit enhancement and fraud loss** provided by the partner is included in noninterest income. Partner fraud loss represents non-credit fraud losses on partner's customer loan and deposit accounts and is recognized in noninterest expense
- **BaaS Program Fee Income**, excluding BaaS credit enhancements and BaaS fraud enhancements **increased 13% QoQ**

BaaS Program Fee Income ⁽¹⁾

As of and for the three month period indicated
(Dollars in thousands)



Note: Data as of and for the quarter ended September 30, 2022, unless otherwise indicated

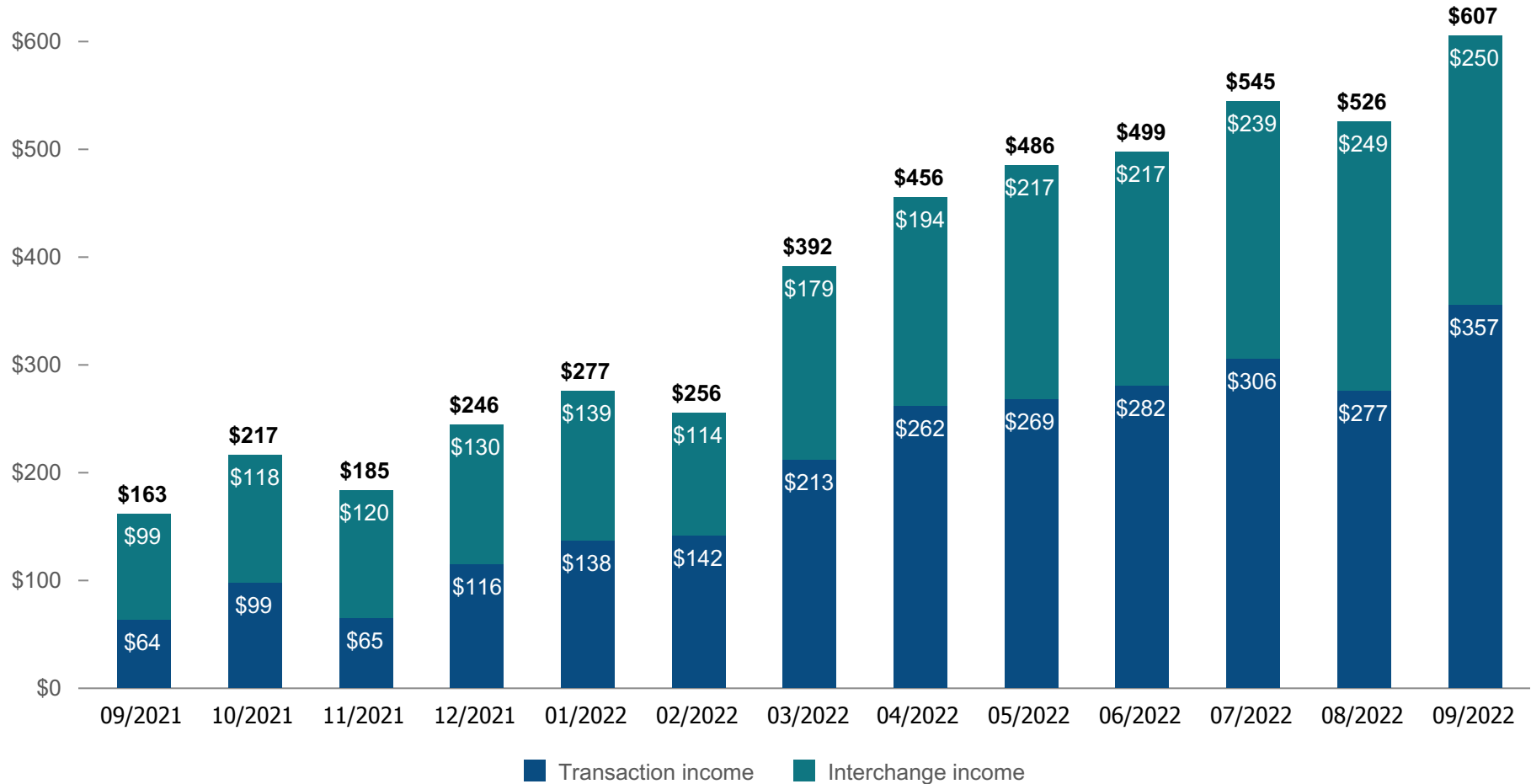
(1) BaaS program fee income includes servicing and other BaaS fees, transactions fees, interchange fees and reimbursement of expenses.



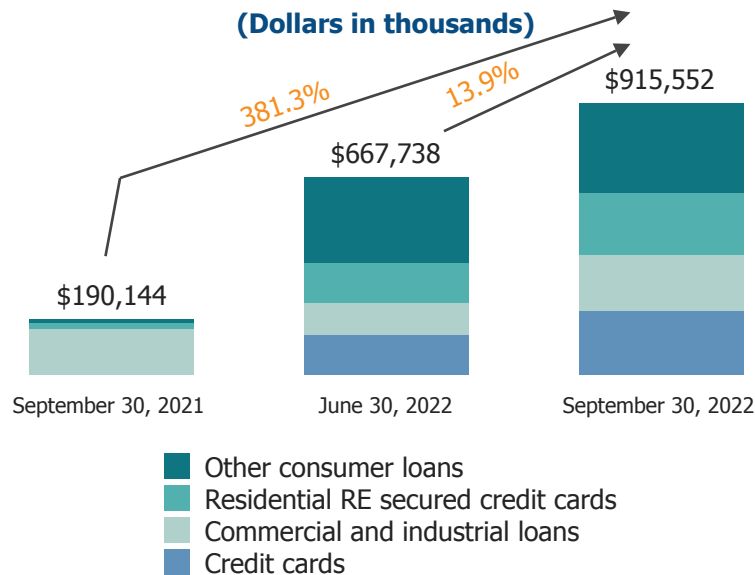
GROWTH IN CCBX ACTIVITY BASED INCOME

CCBX TRANSACTION AND INTERCHANGE INCOME

(Dollars in thousands)



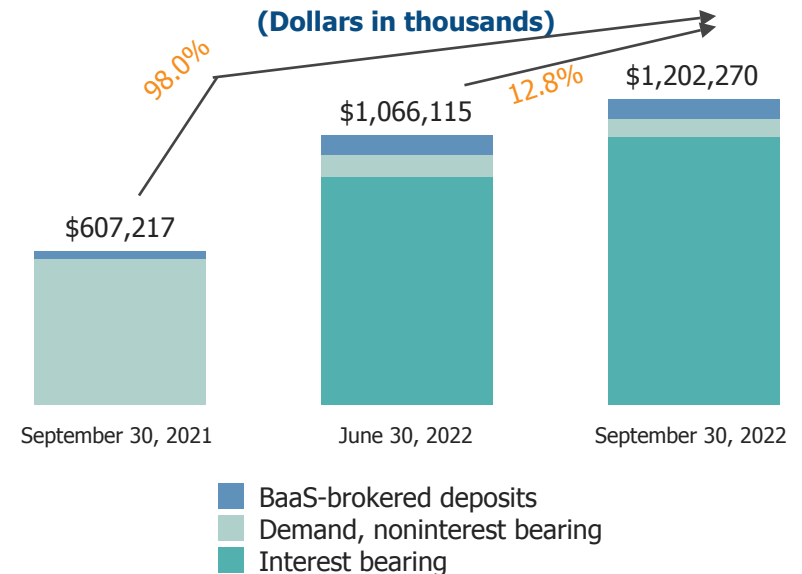
CCBX Loans Receivable



Partner loan origination diversifies loan portfolio

- As of September 30, 2022, loan growth of \$111.6 million, or 13.9%, compared to June 30, 2022, and \$725.4 million or 381.3%, compared to September 30, 2021
- Consumer loans increased \$93.6 million, or 21.9%, to \$521.3 million as of September 30, 2022, compared to \$427.8 million as of June 30, 2022
- Does not include \$43.3 million in Loans Held for Sale as of September 30, 2022, compared to \$60.0 million as of June 30, 2022.

CCBX Deposits



Growing platform for low-cost deposit generation

- Deposit growth of \$136.2 million, or 12.8%, as of September 30, 2022, compared to June 30, 2022, and \$595.1 million, or 98.0%, compared to September 30, 2021
- Access to \$266.7 million in CCBX deposits that are transferred off the balance sheet as of September 30, 2022
- CCBX deposits moved to interest bearing from noninterest bearing as a result of the Fed Funds rate increases in 1Q22 and 2Q22

Thesis-Driven Sourcing

- Focused points of view and research with experts
- Proactive market mapping and product identification
- Diversity and inclusion

Intensive Filtering

- Visionary management teams
- Strong execution teams
- Compelling unit economics
- Bankable size (scalable)

Due Diligence

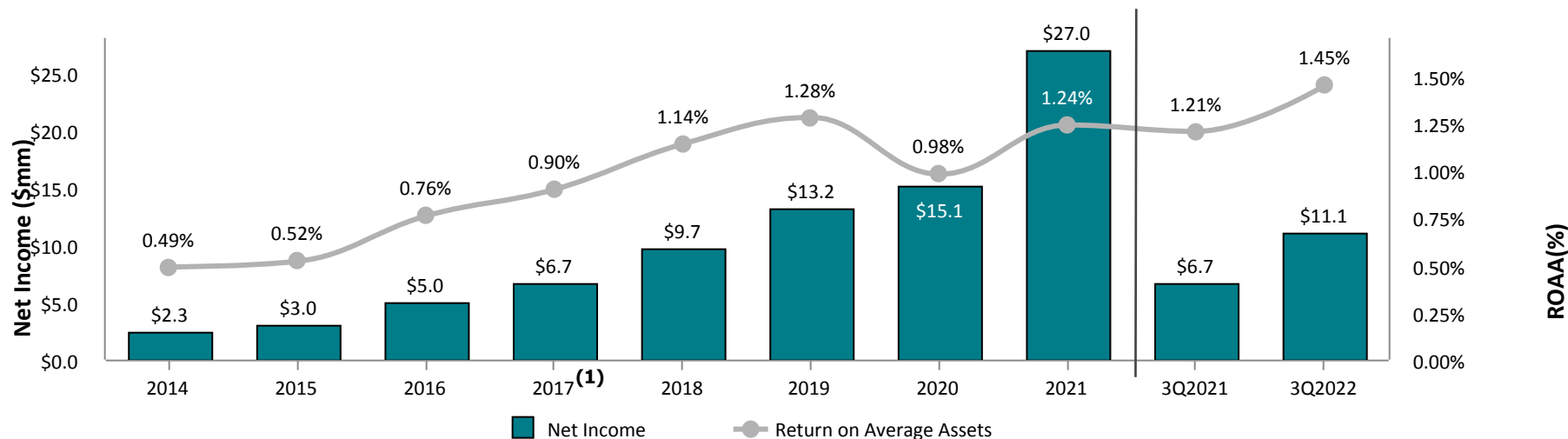
- Rigorous vendor process of review
- Proud of “slow and thorough” approach – Strategic Partner Assessment risk based
- Leverage advisors and network for diverse insights
- Integrate/leverage strategic eco-system partners

Onboarding to Date

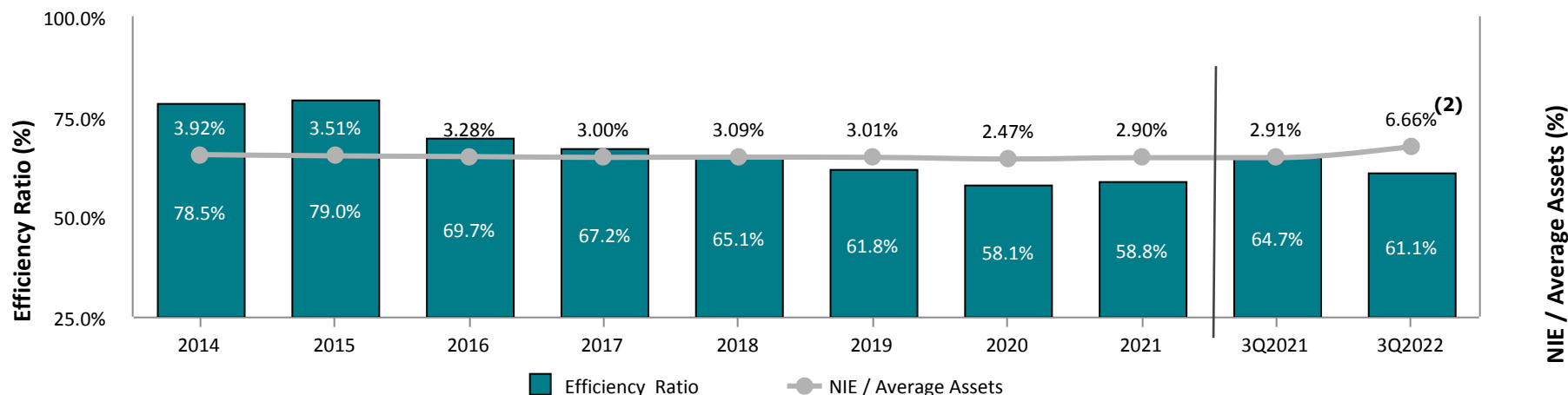
- Involve board members
- Fintech experts and partners
- Integrate Coastal LPs

HISTORIC PROFITABILITY AND EFFICIENCY

Net Income and Return on Average Assets



Efficiency Ratio (%) and Noninterest Expense ("NIE") to Average Assets (%)



Note: Annual data is as of and for the year ended December 31 of each respective year. Quarterly data is as of or for the three months ended of each respective quarter.

(1) Adjusted to exclude the impact of deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act. Refer to "Non-GAAP Reconciliation" in the Appendix for additional details.

(2) Change in NIE / Average Assets: 3Q2022 includes \$27.3 million in BaaS loan and fraud expense compared to \$715,000 in 3Q2021. This negatively affected the NIE to average asset ratio even though our partners covered 100% of these losses.

LOAN COMPOSITION

Consolidated Commercial & Industrial ("C&I") Portfolio

- \$339.9 million total C&I loans
 - \$174.3 million in capital call lines
 - \$154.8 million in other C&I loans
 - \$5.8 million in PPP Small Business Administration ("SBA") C&I loans
 - \$4.7 million in other SBA C&I loans

Consolidated Commercial Real Estate ("CRE") Portfolio

- \$1.25 billion total CRE & Construction, Land and Land Development loans
 - \$72.3 million of SBA 504 loans in portfolio
 - 293% regulatory aggregate CRE to total risk-based capital ⁽¹⁾

Consolidated 1-4 Family Real Estate Portfolio

- \$402.8 million total 1-4 family loans
 - \$9.5 million purchased from financial institutions, all of which were individually re-underwritten

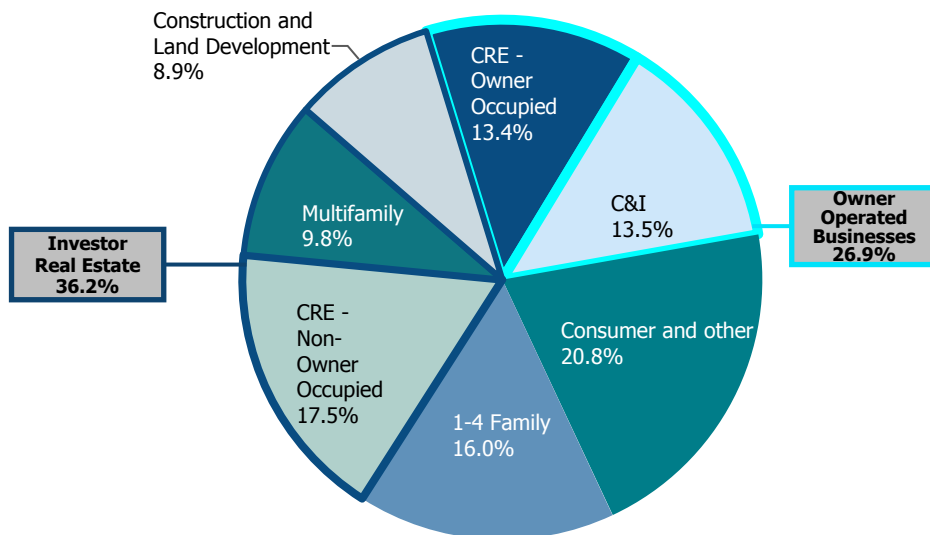
Consumer Loans

- Total \$523.5 million
 - \$521.3 million in CCBX loans, 98.5% with credit enhancement
 - Credit cards, consumer term loans & lines of credit

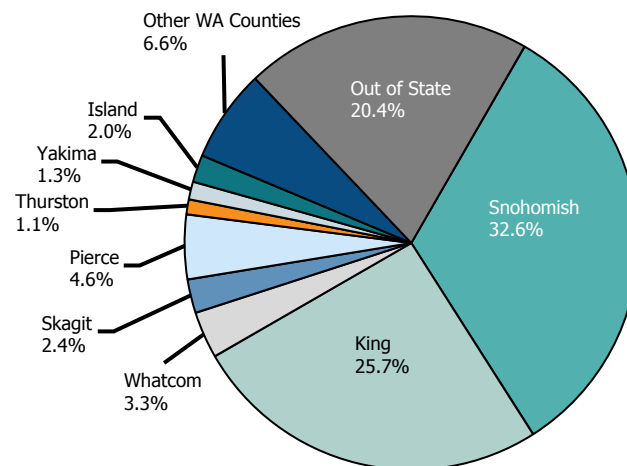
Legal Lending Limit

- \$62.5 million as of September 30, 2022

Consolidated Loan Composition



Community Bank Loan Concentrations by County



(1) Calculated on Bank-level Tier 1 Capital + Allowance for Loan Losses as of September 30, 2022.

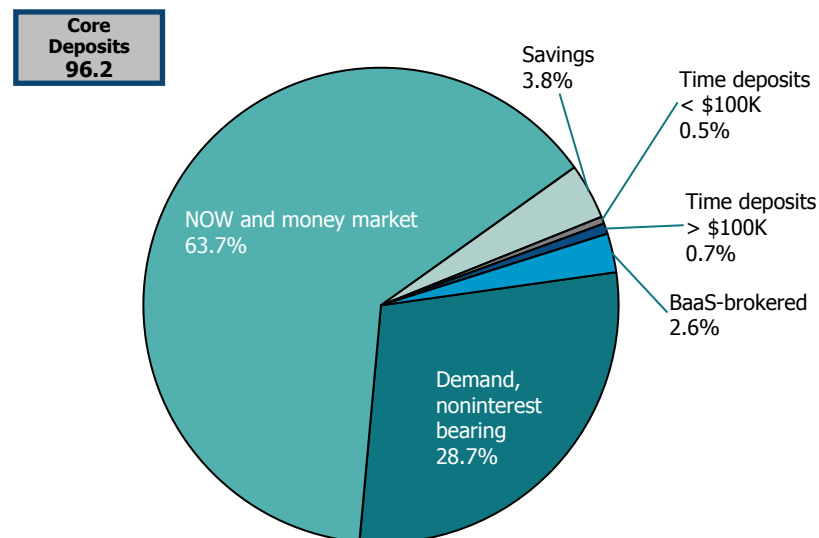
Note: Data as of and for the quarter ended September 30, 2022, unless otherwise indicated.

DEPOSIT COMPOSITION

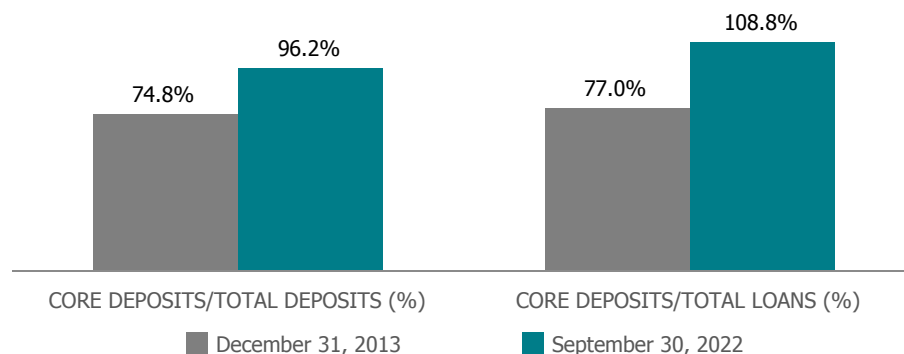
Emphasis on core deposits has helped generate an attractive funding mix

- Core deposits are all deposits excluding time deposits and brokered deposits
- Core deposits were 108.8% of total loans as of September 30, 2022
- Core deposits were 96.2% of total deposits as of September 30, 2022
- Cost of total deposits was 0.82% for the quarter ended September 30, 2022 compared to 0.25% for the quarter ended June 30, 2022, and 0.10% for the quarter ended September 30, 2021
 - Cost of deposits for the community bank and CCBX were 0.16% and 1.79%, respectively for the quarter ended September 30, 2022
- We continue to focus on managing our deposits to maintain low deposit costs in this increasing rate environment
- No internet-sourced deposits
- Ability to use funding from BaaS program and to transfer deposits off the balance sheet when not needed.
- Access to \$266.7 million in CCBX deposits that are currently transferred off the balance sheet as of September 30, 2022

Deposit Composition

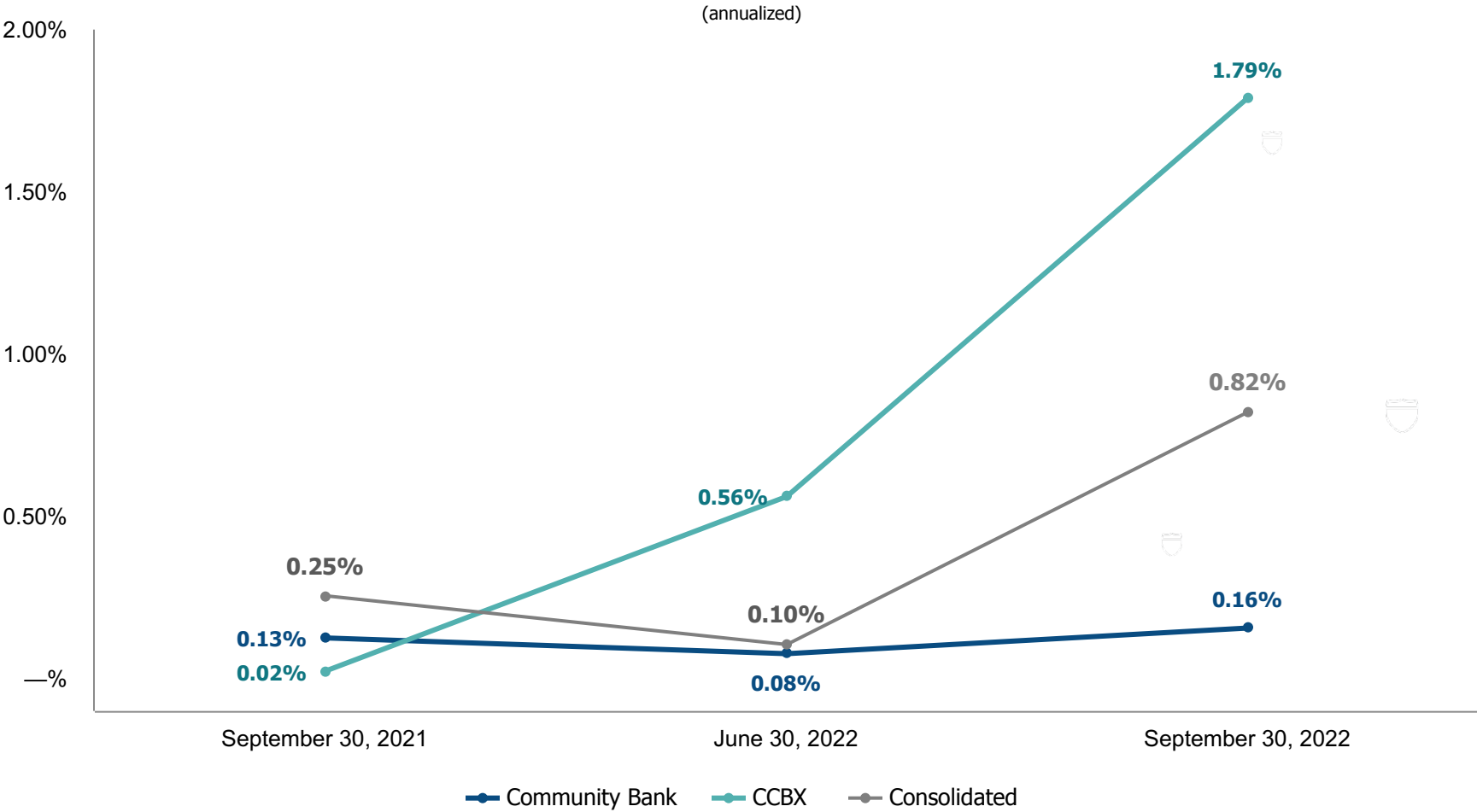


Core Deposit Driven Funding



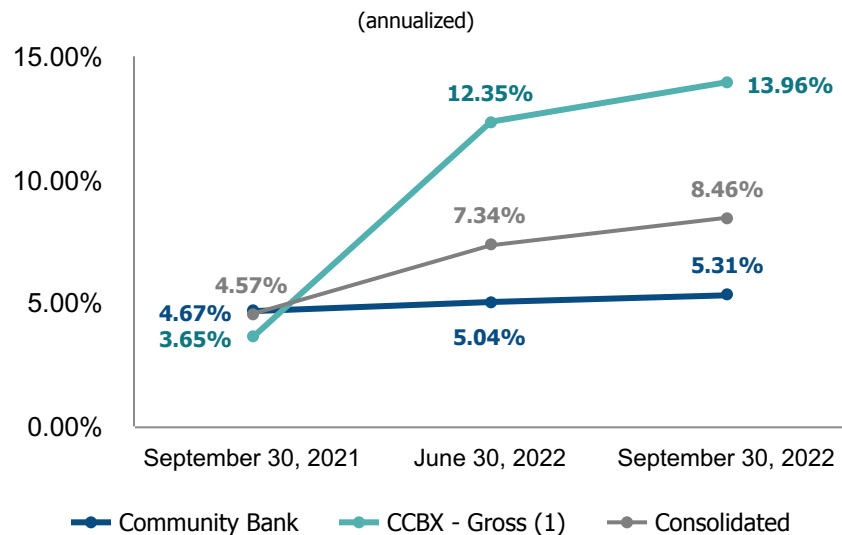
SEGMENT OVERVIEW - Community Bank and CCBX

Average Cost of Deposits

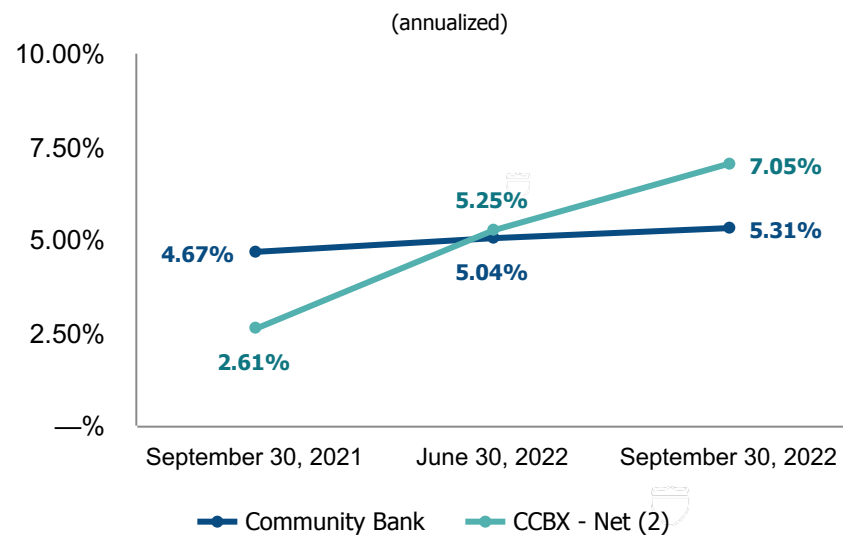


SEGMENT OVERVIEW - Community Bank and CCBX

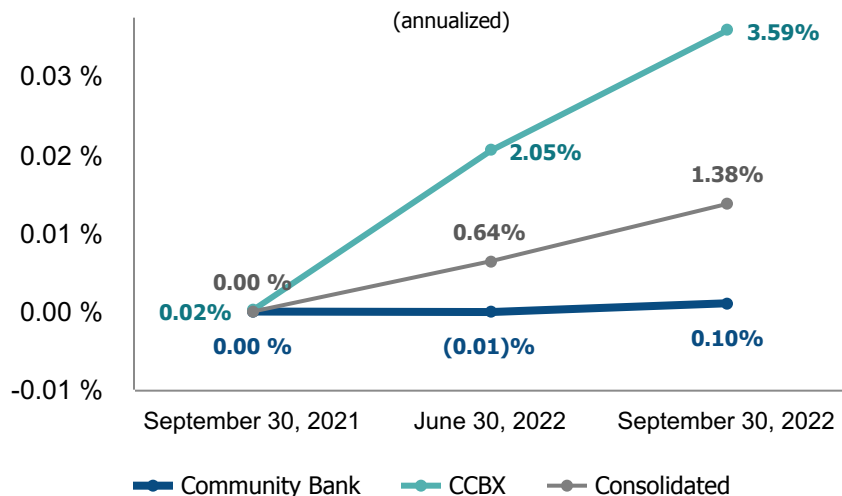
Average Yield - Loans Receivable



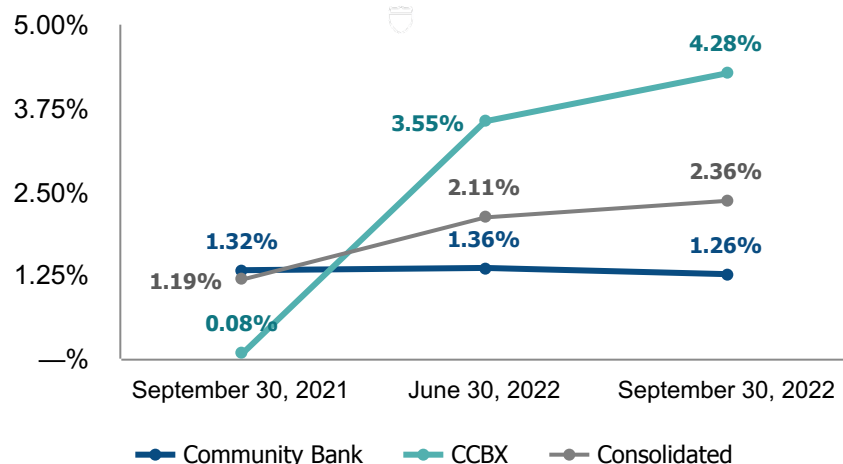
Community Bank: Average Yield - Loans Receivable CCBX: Net BaaS Loan Income / Average CCBX Loans



Net Charge-Offs



Allowance for Loan Losses to Total Loans



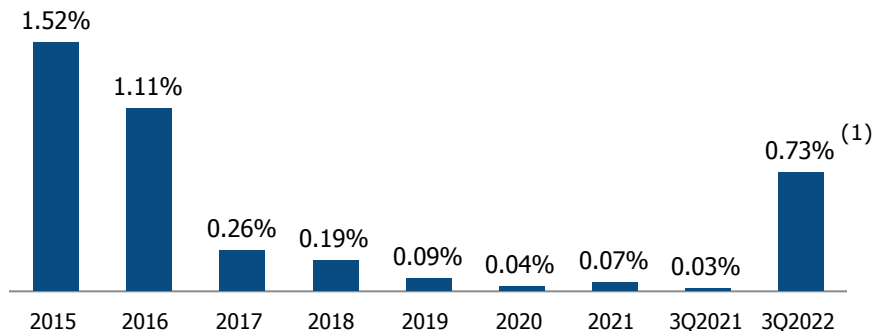
(1) CCBX - gross yield does not include the impact of BaaS loan expense. BaaS loan expense represents the amount paid or payable to partners for credit enhancement and servicing CCBX loans. To determine net revenue (Net BaaS loan income) earned from CCBX loan relationships, the Company takes BaaS loan interest income and deducts BaaS loan expense to arrive at Net BaaS loan income which can be compared to interest income on the Company's community bank loans.

(2) CCBX - net BaaS loan income represents BaaS loan interest income minus BaaS loan expense divided by average CCBX loans. This produces a ratio which can be compared to average yield of community bank loans.

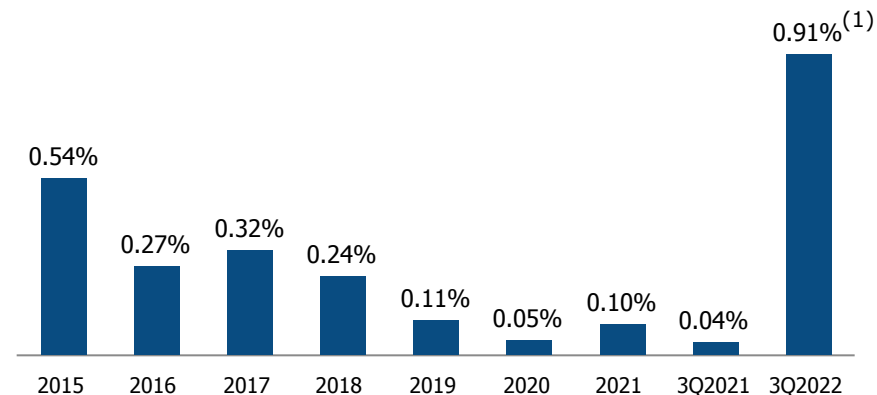


STRONG ASSET QUALITY

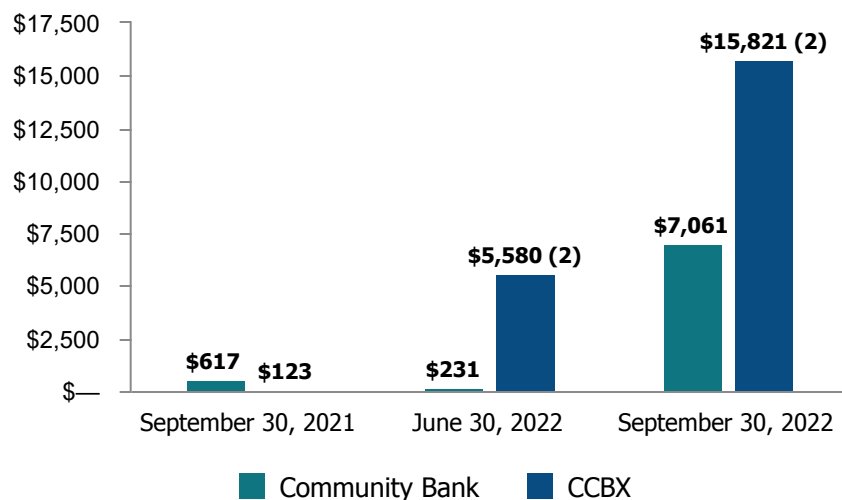
NPAs / Assets



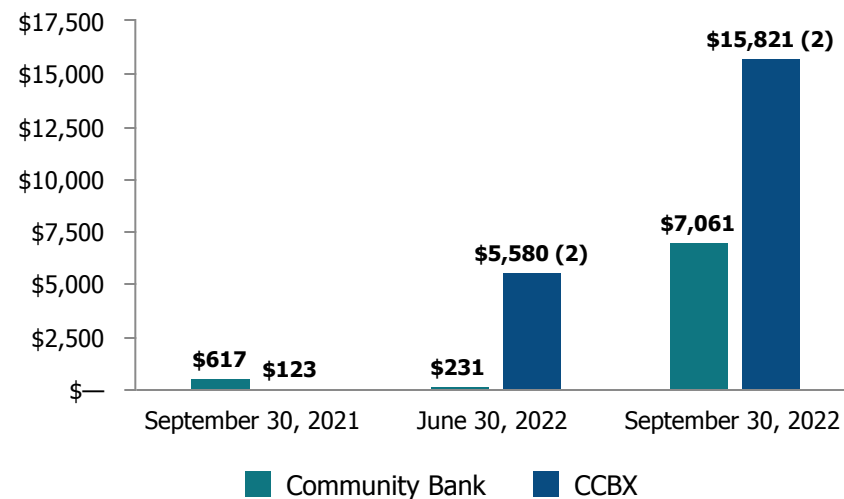
NPLs / Loans



NPAs by Segment (in thousands)



NPLs by Segment (in thousands)



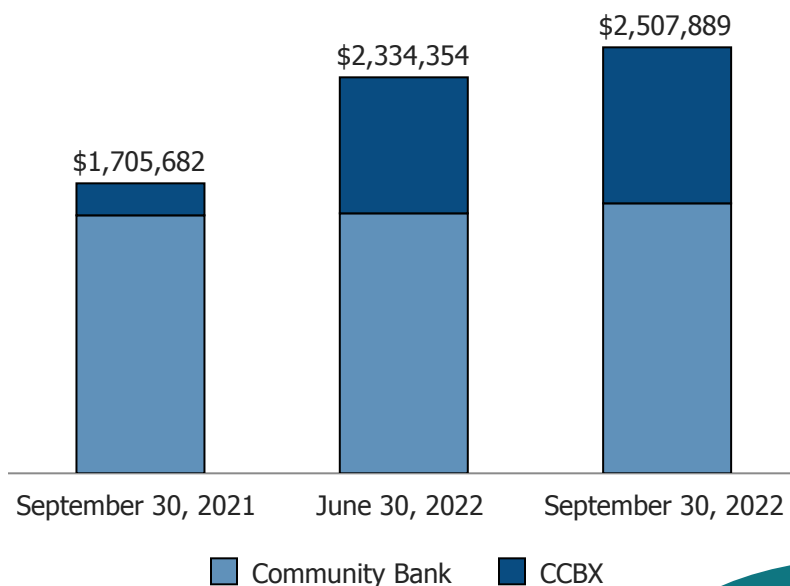
(1) These ratios are impacted by the increase in CCBX loans over 90 days delinquent that are covered by CCBX partner credit enhancements, see note below for more information.

(2) Agreements with our CCBX partners provide for a credit enhancement which protects the Bank by absorbing incurred losses. Under the agreement, the CCBX partner will reimburse the Bank for its loss/charge-off on these loans. Timing of the loss/charge-off varies depending on the type of loan; installment loans are charged off at 120 days and credit cards and open ended lines at 180 days. Once the loss/charge-off occurs then the Bank will collect the loss amount from the CCBX partner.

CFC LOAN AND DEPOSIT GROWTH

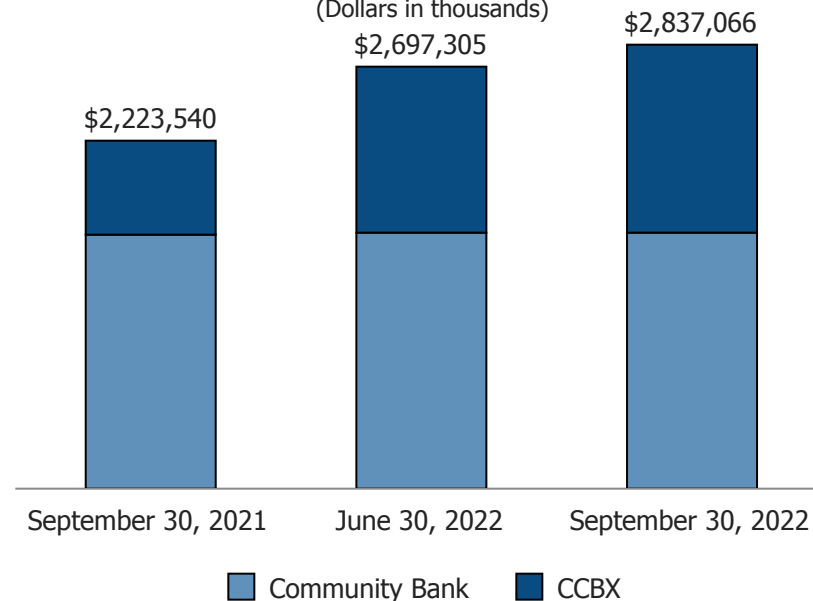
Total Loans

(Dollars in thousands)



Total Deposits

(Dollars in thousands)



Loan Growth of \$173.5 million or 7.4% from June 30, 2022

Credit Quality 98.7% of Portfolio "Pass"

Cost of funds 0.82% for the Quarter Ended September 30, 2022

Total loans does not include \$43.3 million in Loans Held for Sale at September 30, 2022

CCBX Deposit Growth of \$136.2 million* or 12.8% from June 30, 2022

*Does not include \$266.7 million in CCBX deposits as of September 30, 2022, that were transferred off the balance sheet

CFC QUARTERLY RESULTS

3Q2022 Financial Results:

Earnings	For the Three Months Ended September 30,	
	2022	2021
Net Income (Dollars in millions)	\$11.1	\$6.7
Basic Earnings Per Share	\$0.86	\$0.56
Return on Average Assets	1.45%	1.21%
Provision for Loan Losses (Dollars in thousands)	\$18,428	\$255

Balance Sheet	As of the quarter ended (Dollars in millions, except per share amounts)		
	September 30, 2022	June 30, 2022	September 30, 2021
Total Assets	\$3,133.7	\$2,969.7	\$2,451.6
Total Loans	\$2,507.9	\$2,334.4	\$1,705.7
Total Deposits	\$2,837.1	\$2,697.3	\$2,223.5
Total Shareholders' Equity	\$228.7	\$217.7	\$161.1
Book Value Per Share	\$17.66	\$16.81	\$13.41

DIVERSITY, EQUITY, AND INCLUSION (DEI) AND ESG INITIATIVES



APPENDIX

CFC SELECTED YEAR-END FINANCIALS

(Dollars in thousands, except per share data)	As of and for the Year Ended December 31,				
	2021	2020	2019	2018	2017
Statement of Income Data:					
Total interest income	\$ 83,083	\$ 63,038	\$ 48,587	\$ 38,743	\$ 32,113
Total interest expense	3,646	5,652	6,576	3,926	2,875
Provision for loan losses	9,915	8,308	2,544	1,826	870
Net interest income after provision for loan losses	69,522	49,078	39,467	32,991	28,368
Total noninterest income	28,118	8,182	8,258	5,467	4,154
Total noninterest expense	63,263	38,119	31,063	26,216	22,433
Provision for income taxes	7,372	3,995	3,461	2,541	4,653
Net income	27,005	15,146	13,201	9,701	5,436
Adjusted net income ⁽¹⁾	N/A	N/A	N/A	N/A	6,731
Balance Sheet Data:					
Cash and cash equivalents	\$ 813,161	\$ 163,117	\$ 127,814	\$ 125,782	\$ 89,751
Investment securities	36,623	23,247	32,710	37,922	38,336
Loans	1,742,735	1,547,138	939,103	767,899	656,788
Allowance for loan losses	(28,632)	(19,262)	(11,470)	(9,407)	(8,017)
Total assets	2,635,517	1,766,122	1,128,526	952,110	805,753
Interest-bearing deposits	1,007,879	829,046	596,716	510,089	460,937
Noninterest-bearing deposits	1,355,908	592,261	371,243	293,525	242,358
Total deposits	2,363,787	1,421,307	967,959	803,614	703,295
Total borrowings	52,873	192,292	23,562	33,546	33,529
Total shareholders' equity	201,222	140,217	124,173	109,156	65,711
Share and Per Share Data: ⁽²⁾					
Shares outstanding at end of period	12,875,315	11,954,327	11,913,885	11,893,203	9,248,901
Weighted average common shares outstanding–diluted	12,701,464	12,209,371	12,196,120	10,608,764	9,237,629
Book value per share	\$ 15.63	\$ 11.73	\$ 10.42	\$ 9.18	\$ 7.11
Tangible book value per share ⁽³⁾	15.63	11.73	10.42	9.18	7.11
Earnings per share – basic	2.25	1.27	1.11	0.93	0.59
Earnings per share – diluted	2.16	1.24	1.08	0.91	0.59
Adjusted earnings per share – diluted ⁽¹⁾	N/A	N/A	N/A	N/A	0.73
Performance Ratios:					
Return on average assets	1.24%	0.98%	1.28%	1.14%	0.73%
Adjusted return on average assets ⁽¹⁾	N/A	N/A	N/A	N/A	0.90%
Return on average shareholders' equity	17.24%	11.44%	11.29%	11.40%	8.27%
Adjusted return on average shareholders' equity ⁽¹⁾	N/A	N/A	N/A	N/A	10.24%
Credit Quality Ratios:					
Nonperforming assets to total assets	0.07%	0.04%	0.09%	0.19%	0.26%
Nonperforming assets to total loans and OREO	0.10%	0.05%	0.11%	0.24%	0.32%
Nonperforming loans to total loans	0.10%	0.05%	0.11%	0.24%	0.32%
Allowance for loan losses to total loans	1.64%	1.25%	1.22%	1.23%	1.22%
Net charge-offs to average loans	0.03%	0.04%	0.06%	0.06%	0.06%

(1) Refer to "Non-GAAP Reconciliation" in this Appendix for additional details.

(2) Share and per share amounts are based on total actual or average common shares outstanding, as applicable.

(3) Tangible book value per share is a non-GAAP measure. Since there is no goodwill or other intangible assets as of the dates indicated, tangible book value per share is the same as book value per share as of each of the dates indicated.



CFC SELECTED QUARTERLY FINANCIALS

(Dollars in thousands, except per share data)	As of and for the Quarter Ended									
	3Q2022		2Q2022		1Q2022		4Q2021		3Q2021	
Statement of Income Data:										
Total interest income	\$	55,179	\$	41,819	\$	30,142	\$	25,546	\$	19,608
Total interest expense		5,990		1,933		874		843		801
Provision for loan losses		18,428		14,094		12,942		8,942		255
Net interest income after provision for loan losses		30,761		25,792		16,326		15,761		18,552
Total noninterest income		34,391		25,492		21,986		14,220		6,132
Total noninterest expense		51,087		38,169		30,415		21,050		16,130
Provision for income taxes		2,964		2,939		1,667		1,641		1,870
Net Income		11,101		10,176		6,230		7,290		6,684
Balance Sheet Data:										
Cash and cash equivalents	\$	410,728	\$	405,689	\$	682,109	\$	813,161	\$	669,725
Investment securities		98,871		109,821		136,177		36,623		34,924
Loans		2,507,889		2,334,354		1,964,209		1,742,735		1,705,682
Allowance for loan losses		(59,282)		(49,358)		(38,770)		(28,632)		(20,222)
Total assets		3,133,741		2,969,722		2,833,750		2,635,517		2,451,568
Interest-bearing deposits		2,023,849		1,879,253		1,738,426		1,007,879		927,097
Noninterest-bearing deposits		813,217		818,052		838,044		1,355,908		1,296,443
Total deposits		2,837,066		2,697,305		2,576,470		2,363,787		2,223,540
Core deposits ⁽¹⁾		2,727,830		2,584,831		2,460,954		2,249,573		2,148,445
Total borrowings		27,931		27,911		27,893		52,873		52,854
Total shareholders' equity		228,733		217,661		207,920		201,222		161,086
Share and Per Share Data: ⁽²⁾										
Shares outstanding at end of period		12,954,573		12,948,623		12,928,548		12,875,315		12,012,107
Weighted average common shares outstanding—diluted		13,536,823		13,442,013		13,475,337		12,701,464		12,456,674
Book value per share	\$	17.66	\$	16.81	\$	16.08	\$	15.63	\$	13.41
Tangible book value per share ⁽³⁾		17.66		16.81		16.08		15.63		13.41
Earnings per share – basic		0.86		0.79		0.48		0.60		0.56
Earnings per share – diluted		0.82		0.76		0.46		0.57		0.54
Performance Ratios:										
Return on average assets		1.45%		1.41%		0.93%		1.14%		1.21%
Return on average shareholders' equity		19.36%		18.86%		12.12%		16.80%		16.77%
Credit Quality Ratios:										
Nonperforming assets to total assets		0.73%		0.20%		0.08%		0.07%		0.04%
Nonperforming assets to total loans and OREO		0.91%		0.25%		0.12%		0.10%		0.05%
Nonperforming loans to total loans		0.91%		0.25%		0.12%		0.10%		0.04%
Allowance for loan losses to total loans		2.36%		2.11%		1.97%		1.64%		1.19%
Net charge-offs to average loans		1.38%		0.64%		0.64%		0.13%		0.00%
Other Key Ratios:										
Yield on Loans Receivable		8.46%		7.34%		6.80%		5.92%		4.57%
Cost of Deposits		0.82%		0.25%		0.09%		0.09%		0.10%
Net Interest Margin		6.58%		5.66%		4.45%		3.95%		3.48%
Efficiency Ratio		61.12%		58.38%		59.34%		54.08%		64.68%
Loans Receivable to Deposits		89.92%		86.54%		76.24%		73.73%		76.71%
Cost of Funds		0.85%		0.29%		0.14%		0.14%		0.16%

(1) Core deposits are defined as all deposits excluding time and brokered deposits.

(2) Share and per share amounts are based on total actual or average common shares outstanding, as applicable.

(3) Tangible book value per share is a non-GAAP measure. Since there is no goodwill or other intangible assets as of the dates indicated, tangible book value per share is the same as book value per share as of each of the dates indicated.



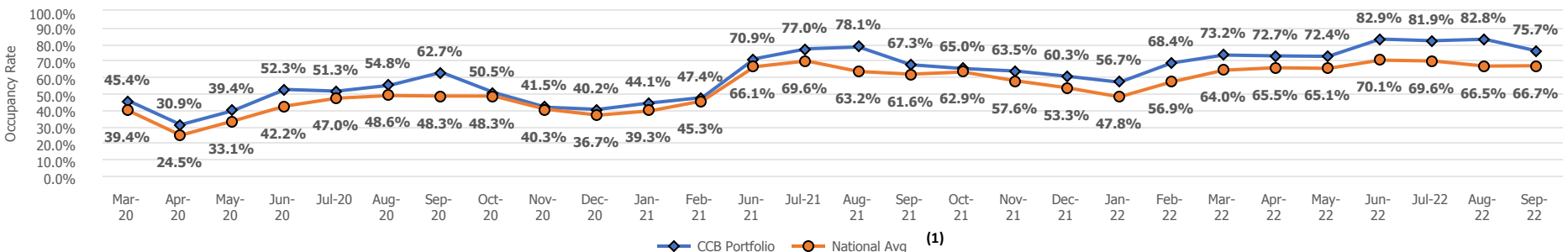
COMMUNITY BANK LOAN PORTFOLIO STATISTICS

Significant CRE Loan Sub-Categories	Total Commitments	Weighted Average Seasoning (Months)	Weighted Average FICO Score	Weighted Average LTV	Weighted Average DSCR
Multifamily	\$254,114,108	27.2 Months	765.89	60.49%	3.48x
Hotels	\$170,113,442	33 Months	771.27	51.78%	1.93x
Retail	\$120,277,670	27 Months	764.10	57.41%	2.48x
Mixed Use	\$88,935,844	42.7 Months	752.86	56.14%	2.51x
Convenience Stores	\$85,621,782	38.9 Months	775.20	53.95%	4.05x
Warehouse	\$76,148,038	46.2 Months	779.01	57.57%	3.78x
Office - General	\$72,355,902	50.6 Months	770.17	60.27%	2.70x
Mini Storage	\$48,798,430	16.8 Months	776.20	63.28%	3.95x
Manufacturing	\$42,398,852	58.6 Months	761.52	58.32%	2.75x
Office - Professional	\$31,390,113	30.5 Months	783.79	53.73%	2.25x

Loan Category	Commitments	Weighted Average Seasoning (Months)	Weighted Average FICO Score	Weighted Average LTV	Weighted Average DSCR
Commercial Real Estate	\$1,061,369,080	35.1 Months	768.91	57%	2.99x
C&I (excludes FI, CCL & PPP loans)	\$187,740,162	30.6 Months	765.27	46%	4.41x
Construction/Land	\$387,188,133	17.2 Months	784.95	52%	4.48x

- (1) Based on best available data. If a loan has multiple guarantors, FICO score represented is highest of the guarantors. FICO scores are based off origination unless updated through annual term loan review or other credit action.
- (2) Loan to Value ("LTV") data is based on best available data. LTV at origination is used unless updated information was made available through an annual term loan review or other credit action.
- (3) Debt Service Coverage Ratio ("DSCR") data is based on best available data. DSCR at origination is used unless updated information was made available through an annual term loan review or other credit action.

Hotel Portfolio Occupancy Rates
(weighted avg)



The Bank's hotel portfolio predominantly consists of travel hotels/motels and as such our occupancy rates are higher than the national average.

(1) Source: <https://www.statista.com/statistics/206546/us-hotels-occupancy-rate-by-month/>

Most current data as of September 30, 2022 unless noted otherwise

CCBX Loan Portfolio Information September 30, 2022

(dollars in thousands; unaudited)	Type of Lending	Balance	Percent of CCBX loans receivable	Available Commitments ⁽¹⁾	Maximum Portfolio Size	Number of Accounts	Average Loans Size	Reserve/ Pledge Account Amount ⁽²⁾
Commercial and industrial loans:								
Capital call lines	Business - Venture Capital	\$ 174,311	19.0 %	\$ 760,192	\$ 350,000	171	\$ 1,019.4	\$ —
All other commercial & industrial loans	Business - Small Business	16,015	1.8	546	68,320	683	23.4	675
Real estate loans:								
Home equity lines of credit ⁽³⁾	Home Equity - Secured Credit Cards	203,910	22.3	436,346	250,000	8,836	23.1	25,283
Consumer and other loans:								
Credit cards - cash secured	Credit Cards - Primarily Consumer	11,928		3,871				—
Credit cards - unsecured	Credit Cards - Primarily Consumer	205,067		797,043				9,387
Credit cards - total		216,995	23.7	800,914	565,534	162,170	0.1	9,387
Installment loans - cash secured	Consumer	29,949		—				—
Installment loans - unsecured	Consumer	264,958		—				11,554
Installment loans - total		294,907	32.2	—	1,040,404	196,058	1.5	11,554
Other consumer and other loans	Consumer - Secured Credit Builder & Unsecured consumer	9,414	1.0	559	195,743	47,335	0.2	2,512
Gross CCBX loans receivable		915,552	100.0 %	\$ 1,998,557	\$ 2,470,001	415,253	\$ 2.2	\$ 49,411
Net deferred origination costs		17						
Loans receivable		<u>\$ 915,569</u>						

(1) Remaining commitment available, net of outstanding balance.

(2) Balances are as of October 4, 2022.

(3) These home equity lines of credit are secured by residential real estate and are accessed by using a credit card, but are classified as 1-4 family residential properties per regulatory guidelines.

Three Part Lending Approach:

**Credit
Enhancement &
Indemnification
Process**

**Cash Reserve
Pledge Account**

**Credit
Enhancement
Waterfall**



1. Credit Enhancement & Indemnification Process

CCBX Partner ("Partner") contractually agrees to cover credit and fraud losses on loans they originate:

- Terms are specified in program agreement;
- We compensate the Partner for taking on this risk by paying Partner for credit and fraud enhancement which is reflected as BaaS loan expense on our books; and
- If losses are managed well and lower than expected, then the Partner has higher net revenue (revenue received from the Bank less losses paid to the Bank)- they have a financial incentive to underwrite correctly and reduce/contain losses.

2. Cash Reserve Pledge Account

Partner pledges/places cash in a Bank controlled deposit account at an agreed percentage of the loan balance:

- We call this account the cash reserve pledge account;
- The Bank has the right to access the cash reserve account for losses when they occur;
- The percentage in the cash reserve account is determined based on underwriting criteria and the loss rate expected on the loan category and frequency on which the account must be replenished/backfilled (weekly or monthly); and
- We monitor cash pledge accounts regularly to determine if any replenishment amounts are late and to determine consistency of losses with underwriting.

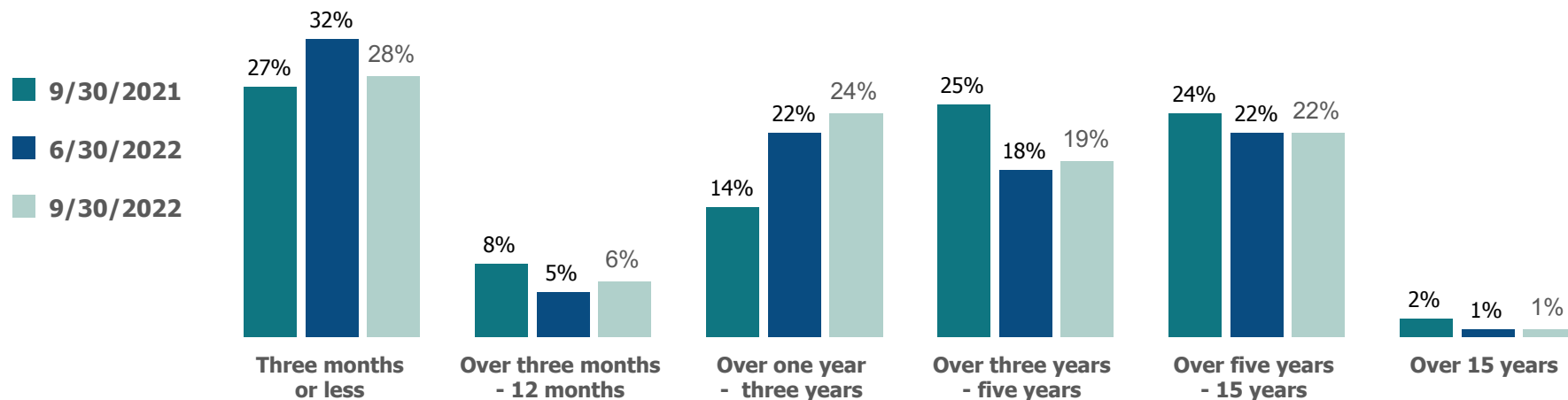
3. Credit Enhancement Waterfall

Credit enhancement waterfall approach:

- Cash reserve pledge account is available to cover ongoing loan losses and is replenished weekly or monthly;
- The Partner contractually agrees to replenish the cash pledge reserve account based on its financial wherewithal (cash, capital reserves, and future earnings);
- If account is not replenished, then the partner is in default of the agreement and the Bank can withhold credit and fraud enhancement and loan servicing revenue until the account is replenished – the Bank has back-up loan servicing options for partners if it needs to take over servicing;
- If the partner defaults, then the Bank retains all interest to cover future loans, would write-off any amounts due from the partner.
- Note – Loan losses on the loan portfolio will have already been incurred and recognized from using the cash pledge reserve and the cash pledge reserve replenishment feature (financial wherewithal of Partner) so the portfolio that the Bank will be incurring losses on will be partially or fully seasoned, so loan losses going forward would be anticipated to be lower than the initial losses on the portfolio already incurred by the Partner.

ASSET-SENSITIVE BALANCE SHEET

Loan Repricing



Bank will Benefit when Rates Increase

- Asset sensitive
- 28% of our assets reprice within 3 months as of September 30, 2022, up from 27% at September 30, 2021

Community Bank Loans:

- 2.79 years weighted average reprice
- 7.43 years weighted average maturity

CCBX underlying loans reprice as follows:

- 25% reprice within 1 year
- 51% reprice in 1-3 years
- 20% reprice in 3-5 years

Loan Strategy:

- shorter term loans
- interest rate swaps
- variable loans
- CCBX loans - portion of rate that bank retains reprices as published rate changes

Deposit Strategy:

- Funding from noninterest bearing deposits, savings and money markets vs. term deposits (ex. time deposits)
- CCBX deposit costs - after exceeding the floor, deposits reprice as the published rate changes

NON-GAAP RECONCILIATION –Net BaaS Loan Income/Average CCBX Loans

The Company uses certain non-GAAP financial measures to provide meaningful supplemental information regarding the Company's operational performance and to enhance investors' overall understanding of such financial performance.

However, these non-GAAP financial measures are supplemental and are not a substitute for an analysis based on GAAP measures. As other companies may use different calculations for these adjusted measures, this presentation may not be comparable to other similarly titled adjusted measures reported by other companies.

The following non-GAAP measure is presented to illustrate the impact of BaaS loan expense on net loan income and yield on CCBX loans.

Net BaaS loan income divided by average CCBX loans is a non-GAAP measure that includes the impact BaaS loan expense on net BaaS loan income and the yield on CCBX loans. The most directly comparable GAAP measure is yield on CCBX loans.

Reconciliations of the GAAP and non-GAAP measures are presented below.

(dollars in thousands; unaudited)	As of and for the Three Months Ended		
	September 30, 2022	June 30, 2022	September 30, 2021
Net BaaS loan income divided by average CCBX loans:			
Total average CCBX loans receivable	\$ 893,655	\$ 691,294	\$ 160,022
Interest and earned fee income on CCBX loans	31,449	21,281	1,471
Less: loan expense on CCBX loans	(15,560)	(12,229)	(419)
Net BaaS loan income	\$ 15,889	\$ 9,052	\$ 1,052
Net BaaS loan income divided by average CCBX loans	7.05 %	5.25 %	2.61 %
CCBX loan yield	13.96 %	12.35 %	3.65 %

NON-GAAP RECONCILIATION – 2017 ADJUSTED MEASURES

Some of the financial measures included in this presentation are not measures of financial performance recognized by GAAP. Our management uses the non-GAAP financial measures set forth below in its analysis of our performance for 2017 to exclude the impact of a deferred tax asset revaluation due to the enactment of the Tax Cuts and Jobs Act.

- “Adjusted net income” is a non-GAAP measure defined as net income increased by the additional income tax expense that resulted from the revaluation of deferred tax assets as a result of the reduction in the corporate income tax rate under the recently enacted Tax Cuts and Jobs Act. The most directly comparable GAAP measure is net income.
- “Adjusted earnings per share-diluted” is a non-GAAP measure defined as net income, plus additional income tax expense as noted above, divided by weighted average outstanding shares (diluted). The most directly comparable GAAP measure is earnings per share.
- “Adjusted return on average assets” is a non-GAAP measure defined as net income, plus additional income tax expense as noted above, divided by average assets. The most directly comparable GAAP measure is return on average assets.
- “Adjusted return on average shareholders’ equity” is a non-GAAP measure defined as net income, plus additional income tax expense as noted above, divided by average shareholders’ equity. The most directly comparable GAAP measure is return on average shareholders’ equity.

(Dollars in thousands, except share and per share data)

	As of or for the Year Ended, December 31, 2017
Adjusted net income:	
Net income	\$ 5,436
Plus: additional income tax expense	1,295
Adjusted net income	\$ 6,731
Adjusted earnings per share – diluted	
Net income	\$ 5,436
Plus: additional income tax expense for deferred tax asset revaluation	1,295
Adjusted net income	\$ 6,731
Weighted average common shares outstanding– diluted ⁽¹⁾	9,237,629
Adjusted earnings per share – diluted ⁽¹⁾	\$ 0.73
Adjusted return on average assets	
Net income	\$ 5,436
Plus: additional income tax expense for deferred tax asset revaluation	1,295
Adjusted net income	\$ 6,731
Average assets	\$ 748,940
Adjusted return on average assets	0.90%
Adjusted return on average shareholders’ equity	
Net income	\$ 5,436
Plus: additional income tax expense for deferred tax asset revaluation	1,295
Adjusted net income	\$ 6,731
Average shareholders’ equity	\$ 65,720
Adjusted return on average shareholders’ equity	10.24%

(1) Share and per share amounts are based on total common shares outstanding, which includes common stock and nonvoting common stock. These amounts have been adjusted to give effect to a one-for-five reverse stock split of common shares completed effective May 4, 2018.

