



Carter Bankshares, Inc.



CELEBRATING **50** YEARS

---

# INVESTOR PRESENTATION

---

THIRD QUARTER 2024

# FORWARD-LOOKING STATEMENT

This information contains or incorporates certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements that relate to our financial condition, market conditions, results of operations, plans, objectives, outlook for earnings, revenues, expenses, capital and liquidity levels and ratios, asset levels, asset quality and nonaccrual and nonperforming loans. Forward looking statements are typically identified by words or phrases such as “will likely result,” “expect,” “anticipate,” “estimate,” “forecast,” “project,” “intend,” “believe,” “assume,” “strategy,” “trend,” “plan,” “outlook,” “outcome,” “continue,” “remain,” “potential,” “opportunity,” “comfortable,” “current,” “position,” “maintain,” “sustain,” “seek,” “achieve” and variations of such words and similar expressions, or future or conditional verbs such as will, would, should, could or may. These statements are not guarantees of future results or performance and involve certain risks, uncertainties and assumption that are difficult to predict and often are beyond the Company’s control. Although we believe the assumptions upon which these forward-looking statements are based are reasonable, any of these assumptions could prove to be inaccurate and the forward-looking statements based on these assumptions could be incorrect. The matters discussed in these forward-looking statements are subject to various risks, uncertainties and other factors that could cause actual results and trends to differ materially from those made, projected, or implied in or by the forward-looking statements including, but not limited to the effects of: market interest rates and the impacts of market interest rates on economic conditions, customer behavior, and the Company’s loan and securities portfolios; inflation, market and monetary fluctuations; changes in trade, monetary and fiscal policies and laws of the U.S. government, including policies of the Federal Reserve, FDIC and Treasury Department; changes in accounting policies, practices, or guidance, for example, our adoption of Current Expected Credit Losses (“CECL”) methodology, including potential volatility in the Company’s operating results due to application of the CECL methodology; cyber-security threats, attacks or events; rapid technological developments and changes; our ability to resolve our nonperforming assets and our ability to secure collateral on loans that have entered nonaccrual status due to loan maturities and failure to pay in full; changes in the Company’s liquidity and capital positions; concentrations of loans secured by real estate, particularly commercial real estate, and the potential impacts of changes in market conditions on the value of real estate collateral; increased delinquency and foreclosure rates on commercial real estate loans; an insufficient allowance for credit losses; the potential adverse effects of unusual and infrequently occurring events, such as weather-related disasters, terrorist acts, war and other military conflicts (such as the war between Israel and Hamas and the ongoing war between Russia and Ukraine) or public health events (such as the COVID-19 pandemic), and of any governmental and societal responses thereto; these potential adverse effects may include, without limitation, adverse effects on the ability of the Company’s borrowers to satisfy their obligations to the Company, on the value of collateral securing loans, on the demand for the Company’s loans or its other products and services, on incidents of cyberattack and fraud, on the Company’s liquidity or capital positions, on risks posed by reliance on third-party service providers, on other aspects of the Company’s business operations and on financial markets and economic growth; a change in spreads on interest-earning assets and interest-bearing liabilities; regulatory supervision and oversight, including our relationship with regulators and any actions that may be initiated by our regulators; legislation affecting the financial services industry as a whole, and the Company and the Bank, in particular; the outcome of pending and future litigation and/or governmental proceedings; increasing price and product/service competition; the ability to continue to introduce competitive new products and services on a timely, cost-effective basis; managing our internal growth and acquisitions; the possibility that the anticipated benefits from acquisitions cannot be fully realized in a timely manner or at all, or that integrating acquired operations will be more difficult, disruptive or more costly than anticipated; the soundness of other financial institutions and any indirect exposure related to recent large bank failures and their impact on the broader market through other customers, suppliers and partners or that the conditions which resulted in the liquidity concerns with those failed banks may also adversely impact, directly or indirectly, other financial institutions and market participants with which the Company has commercial or deposit relationships with; material increases in costs and expenses; reliance on significant customer relationships; general economic or business conditions, including unemployment levels, supply chain disruptions and slowdowns in economic growth; significant weakening of the local economies in which we operate; changes in customer behaviors, including consumer spending, borrowing and saving habits; changes in deposit flows and loan demand; our failure to attract or retain key employees; expansions or consolidations in the Company’s branch network, including that the anticipated benefits of the Company’s branch network optimization project are not fully realized in a timely manner or at all; deterioration of the housing market and reduced demand for mortgages; and re-emergence of turbulence in significant portions of the global financial and real estate markets that could impact our performance, both directly, by affecting our revenues and the value of our assets and liabilities, and indirectly, by affecting the economy generally and access to capital in the amounts, at the times and on the terms required to support our future businesses. Many of these factors, as well as other factors, are described in our filings with the SEC including in the “Risk Factors” section of the Company’s Annual Report on Form 10-K for the year ended December 31, 2023. All risk factors and uncertainties described herein and therein should be considered in evaluating the Company’s forward-looking statements. Forward-looking statements are based on beliefs and assumptions using information available at the time the statements are prepared. We caution you not to unduly rely on forward-looking statements because the assumptions, beliefs, expectations and projections about future events are expressed in or implied by a forward-looking statement may, and often do, differ materially from actual results. Any forward-looking statement speaks only as to the date on which it is made, and we undertake no obligation to update, revise or clarify any forward-looking statement to reflect developments occurring after the statement is made.

# TABLE OF CONTENTS

<b>SECTION</b>	<b>TITLE</b>	<b>SLIDES</b>
1	Overview	4-12
2	Financial Highlights	13-24
3	Asset Quality	25-31
4	Deposit Mix	32-34
5	Commercial Loans	35-44
6	Non-GAAP Reconciliation	45-50

SECTION 01

---

# OVERVIEW

## FOCUSED ON THE FUTURE

A Well-Capitalized Franchise with Momentum

**1974**

Bank established denovo in 1974 as First National Bank of Rocky Mount, VA

**2006**

Carter Bank & Trust charter established in 2006 with the merger of ten banks

**2020**

Carter Bankshares, Inc. holding company established in Q4 2020 with the assets of Carter Bank & Trust

**HQ** MARTINSVILLE, VIRGINIA



**65** BRANCHES



**07** CORPORATE CENTERS



**03** CORPORATE OFFICES IN VIRGINIA

**\$4.6B**

ASSETS

**\$3.6B**

LOANS

**\$4.1B**

DEPOSITS

## CORPORATE HIGHLIGHTS

- Strong Deposit Growth in Q3 2024, 20.9%, annualized
- Strong and Improving Available Liquidity Position in Q3 2024, 207.8% available liquidity to uninsured deposits
- Diversified and granular deposit base, approximately 78.5% Retail Customers
- Approximately 82.7% of Deposits, including Collateralized Muni deposits are FDIC Insured
- Branch network expansion in strategic growth markets (Charlottesville and Raleigh) with Commercial and Retail Teams

# LEADERSHIP TEAM



**Litz Van Dyke**

Chief Executive Officer  
38 years in Industry  
8 years at the Bank



**Bradford Langs**

President  
Chief Strategy Officer  
37 years in Industry  
7+ years at the Bank



**Wendy Bell**

Senior Executive  
Vice President  
Chief Financial Officer  
39 years in Industry  
7+ years at the Bank



**Lorán Adams**

EVP Director of  
Regulatory Risk  
Management  
40 years in Industry  
8 years at the Bank



**Tami Buttrey**

EVP Chief Retail  
Banking Officer  
41 years in Industry  
5+ years at the Bank



**Paul Carney**

EVP Chief Human  
Resources Officer  
13 years in Industry  
5+ years at the Bank



**Jane Ann Davis**

EVP Chief Administration  
Officer  
40 years in Industry  
40 years at the Bank



**Tony Kallsen**

SEVP Chief Credit  
Officer  
33 years in Industry  
6+ years at the Bank



**Phyllis  
Karavatakis**

SEVP Special Projects  
Executive  
46 years in Industry  
46 years at the Bank



**Richard Owen**

EVP Mortgage Banking  
& Corporate Sales  
Director  
32 years in Industry  
6+ years at the Bank



**Chrystal  
Parnell**

EVP Chief Marketing &  
Communications  
Officer  
17 years in Industry  
2+ years at the Bank



**Matt Speare**

SEVP Chief Operations  
Officer  
22 years in Industry  
7+ years at the Bank



**Rich Spiker**

SEVP Chief Lending  
Officer  
35 years in Industry  
6+ years at the Bank

# REGIONAL FOOTPRINT

## Branches in Metropolitan Statistical Areas

September 30, 2024

VIRGINIA  
**TOTAL BRANCHES**  
**53**

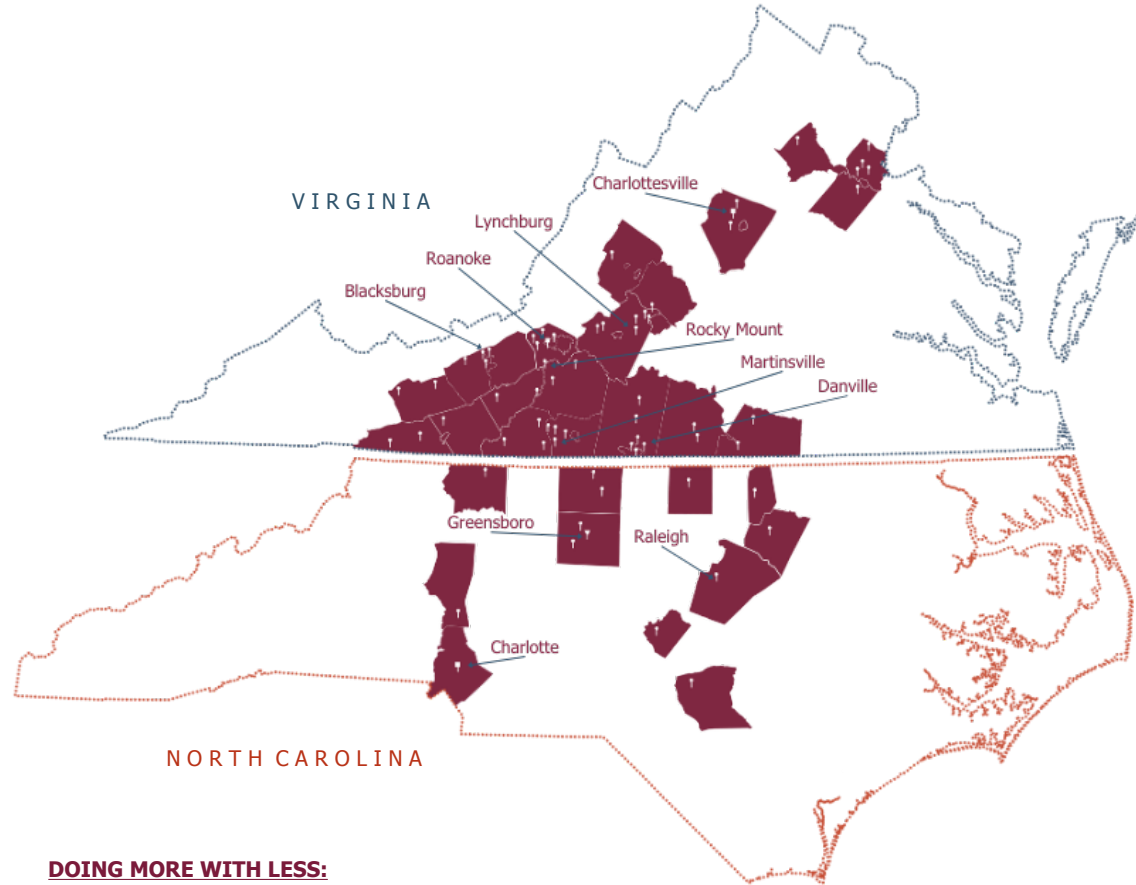
- Washington DC
- Roanoke
- Lynchburg
- Charlottesville
- Blacksburg-Christiansburg
- Non MSA

**TOTAL DEPOSITS**  
**\$3.6**  
**BILLION**

NORTH CAROLINA  
**TOTAL BRANCHES**  
**12**

- Charlotte
- Greensboro
- Raleigh Durham
- Fayetteville
- Non MSA

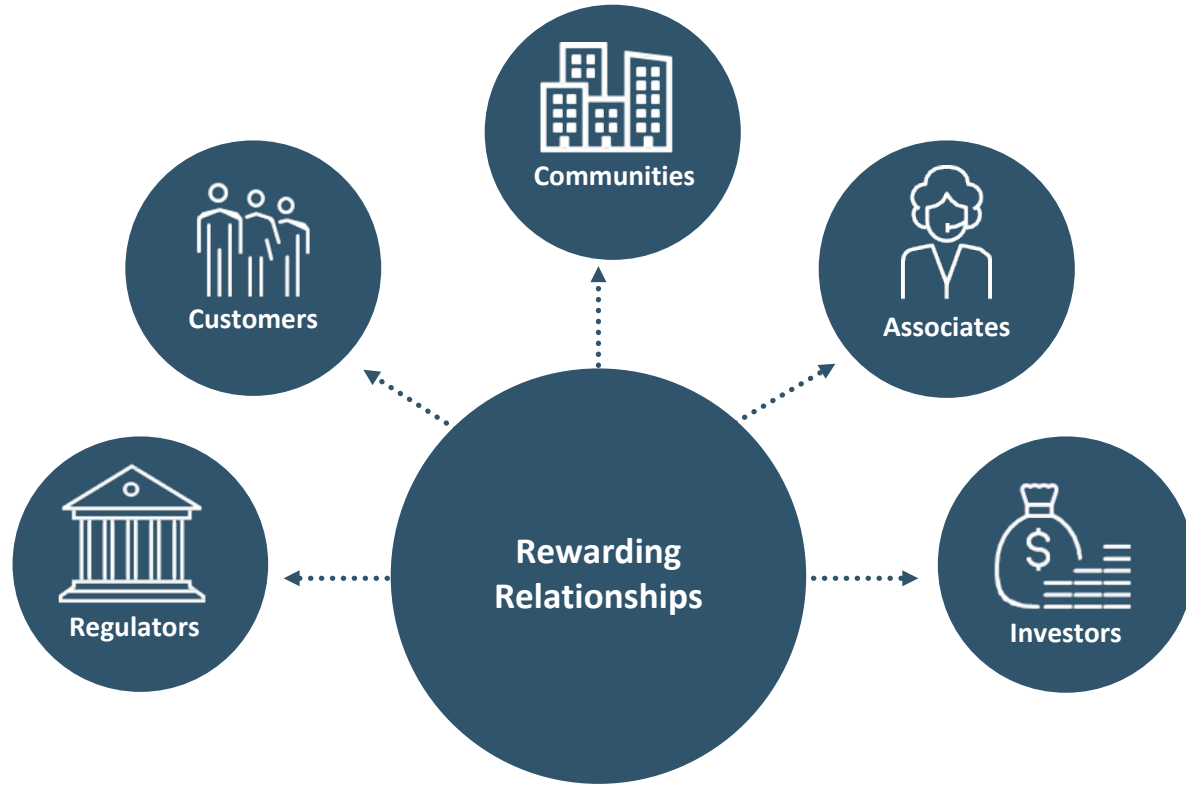
**TOTAL DEPOSITS**  
**\$0.5**  
**BILLION**



### DOING MORE WITH LESS:

YEAR END	2018	»	2019	»	2020	»	2021	»	2022	»	2023	»	2024
BRANCHES	105		101		92		69		66		65		65

# REWARDING RELATIONSHIPS



**Nurturing Relationships and Rewarding Customers, Associates, and Shareholders**



# CORPORATE & SOCIAL RESPONSIBILITY



The Facilities team engaged a local small business' herd of goats to transform a wooded area at the Bank's headquarters that had become overgrown. This economical and environmentally friendly move also had an 'agro-tainment' factor enjoyed by our Associates.



To support a multi-year downtown revitalization project, Carter Bank donated two acres of land to the Town of Boones Mill, VA for the development of the Town's first community park. The overall design of the park is to place heavy emphasis on accessibility and environmental sustainability while using pervious parking materials and native plant landscaping.



The Bank partnered with the Montgomery County Chamber of Commerce to award complimentary chamber memberships to four minority-owned businesses. The investment is part of a continued effort to provide opportunity to underserved communities.

# 2,358

VOLUNTEER COMMUNITY SERVICE HOURS

# 56 NONPROFITS SUPPORTED

BY ASSOCIATES SERVING ON BOARDS & COMMITTEES

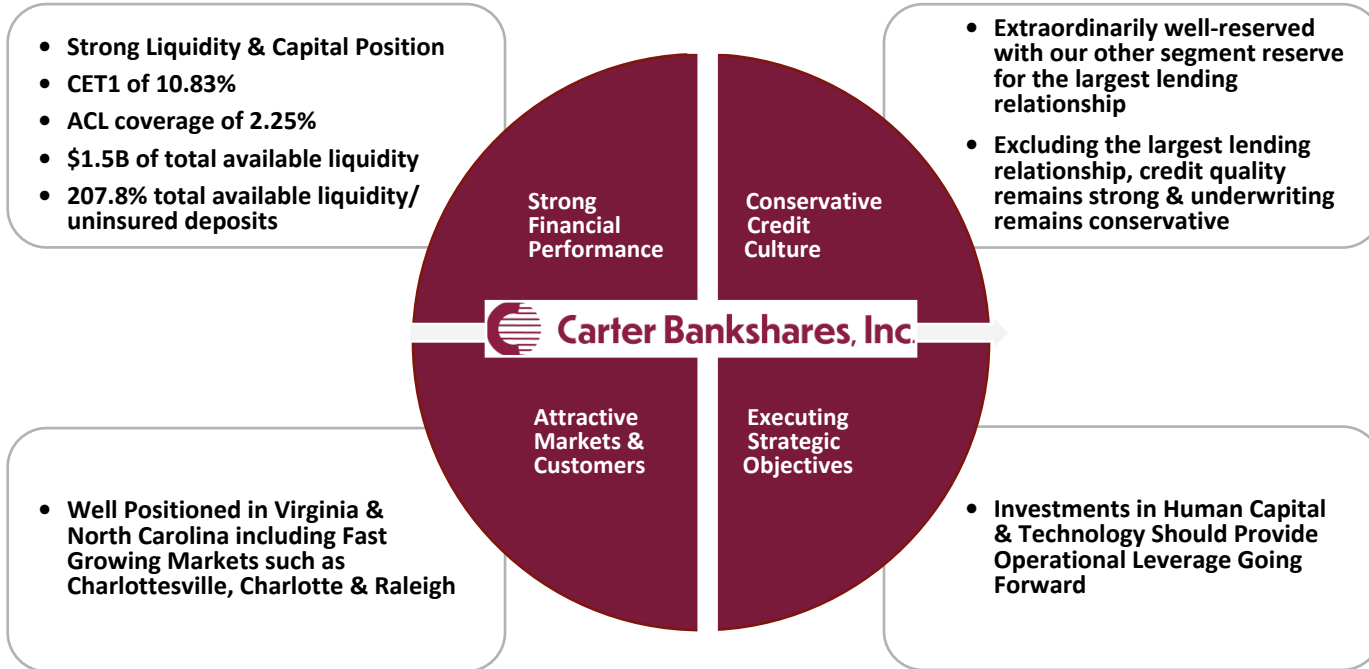
# \$165,419

CHARITABLE DONATIONS & SPONSORSHIPS TO NONPROFITS

# 65 FINANCIAL EDUCATION

CLASSES FACILITATED FOR 1,130 STUDENTS

# INVESTMENT HIGHLIGHTS



## INVEST

We will invest in human capital strategies to enhance the associate experience.

We will continue to drive efficiency and process improvement across all levels of the organization, leveraging technology and automation.

We will make significant investments in the new brand strategy working on updating and enhancing the image and reputation of the Bank.

## ENHANCE

We will continue to enhance the transformational work that has been done over the past five years.

We will focus on initiatives around enhancing technology, operations, customer experience, C&I, corporate & social responsibility, channel delivery, and product development.

We will strengthen change management systems and leverage the Board's ERM Committee.

## EXPAND

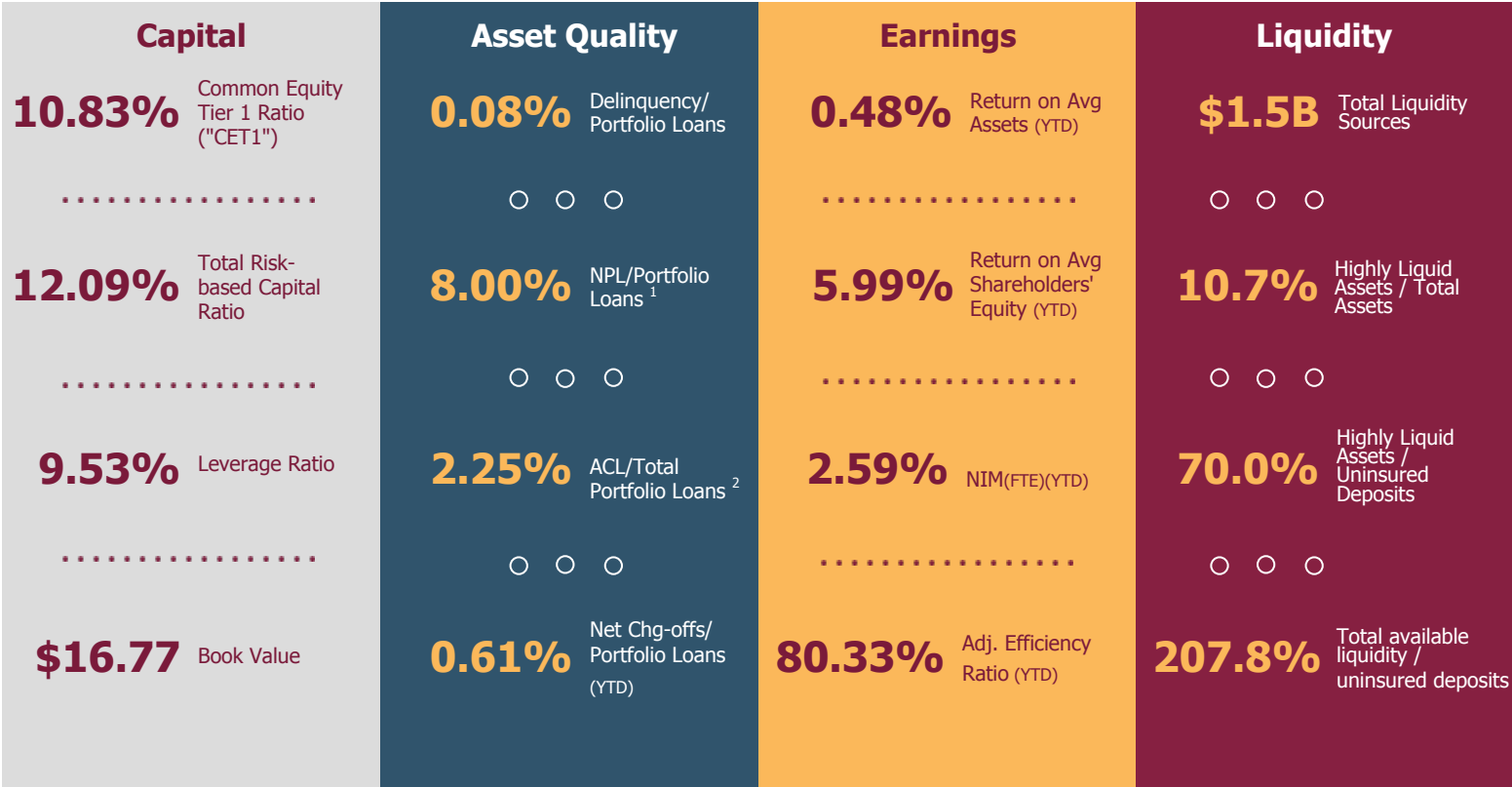
We will continue strategies to deepen existing relationships and acquire new relationships in current markets.

We will focus on increasing market share in target growth markets.

We will focus on expanding through organic growth and opportunistic acquisition.

← SUPERIOR FINANCIAL PERFORMANCE & OPERATIONAL EXCELLENCE →

# SAFETY AND SOUNDNESS



As of September 30, 2024

<sup>1</sup> 0.19% without the largest NPL relationship, see non-GAAP reconciliation

<sup>2</sup> 1.22% without the largest NPL relationship, see non-GAAP reconciliation

SECTION 02

---

# FINANCIAL HIGHLIGHTS

# BALANCE SHEET & INCOME STATEMENT

<i>\$ in thousands</i>	3Q 2024	2Q 2024	QTD Q/Q Change %	3Q 2023	QTD Y/Y Change %
<b>Operational Results</b>					
Net Interest Income	\$28,798	\$28,092	2.5 %	\$27,394	5.1 %
(Recovery) Provision for Credit Losses	(432)	491	(188.0)%	1,105	(139.1)%
Provision (Recovery) for Unfunded Commitments	191	(236)	(180.9)%	(130)	(246.9)%
Noninterest Income	5,422	5,533	(2.0)%	5,270	2.9 %
Noninterest Expense	27,433	27,446	— %	27,282	0.6 %
Income Tax Provision	1,399	1,121	24.8 %	780	79.4 %
Net Income	\$5,629	\$4,803	17.2 %	\$3,627	55.2 %
Diluted Earnings Per Common Share	\$0.24	\$0.21	14.3 %	\$0.16	50.0 %
<b>Balance Sheet Condition</b>					
Assets	\$4,613,435	\$4,532,509	1.8 %	\$4,452,168	3.6 %
Portfolio Loans	3,595,861	3,549,521	1.3 %	3,410,940	5.4 %
Allowance for Credit Losses	(80,909)	(96,686)	(16.3)%	(94,474)	(14.4)%
Securities Available-for-Sale	742,635	746,325	(0.5)%	793,389	(6.4)%
Equity Securities	5,207	5,063	2.8 %	—	NM
Deposits	4,085,068	3,881,301	5.2 %	3,559,554	14.8 %
Borrowings	90,000	238,000	(62.2)%	514,135	(82.5)%
Shareholders' Equity	386,825	364,411	6.2 %	330,621	17.0 %

**2.5%/5.1%**

Net Interest Income up  
QoQ & YoY

**17.2%/55.2%**

Net Income up QoQ & YoY

**1.3%/5.4%**

Loan Growth QoQ & YoY

**5.2%/14.8%**

Deposits up QoQ & YoY

**62.2%/82.5%**

Borrowings down QoQ & YoY

**6.2%/17.0%**

Shareholders' Equity up  
QoQ & YoY

# FINANCIAL/SHAREHOLDER RATIOS

	3Q 2024	2Q 2024	QTD Q/Q Change %	3Q 2023	QTD Y/Y Change %
<b>Shareholder Ratios</b>					
Diluted Earnings Per Share (QTD)	\$0.24	\$0.21	14.3 %	\$0.16	50.0 %
<b>Financial Ratios</b>					
Return on Avg Assets (QTD)	0.49 %	0.43 %	14.0 %	0.33 %	48.5 %
Return on Avg Shareholders' Equity (QTD)	5.99 %	5.40 %	10.9 %	4.19 %	43.0 %
Net Interest Margin (FTE)(QTD) <sup>1</sup>	2.59 %	2.56 %	1.2 %	2.54 %	2.0 %
Adjusted Efficiency Ratio (QTD) <sup>1</sup>	80.65 %	81.33 %	(0.8)%	79.55 %	1.4 %
<b>Asset Quality Ratios</b>					
NPL/Portfolio Loans	8.00 %	8.46 %	(5.4)%	9.04 %	(11.5)%
NPA/Total Assets plus OREO	8.04 %	8.52 %	(5.6)%	9.14 %	(12.0)%
ACL/Total Portfolio Loans	2.25 %	2.72 %	(17.3)%	2.77 %	(18.8)%
Net Chg-offs/Portfolio Loans (QTD annualized)	1.71 %	0.04 %	4,175.0 %	0.09 %	1,800.0 %

## HIGHLIGHTS

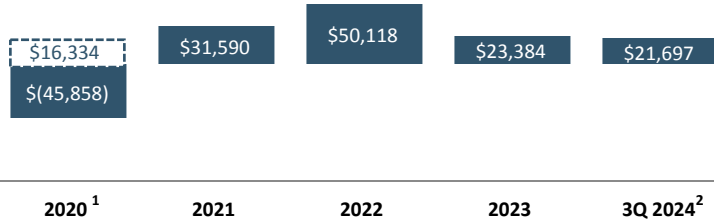
- **Diluted EPS up \$0.03 / \$0.08 QoQ & YoY**
- **ROA up 14.0% / 48.5% QoQ & YoY**
- **ROE up 10.9% / 43.0% QoQ & YoY**
- **NIM (FTE) up 1.2% / 2.0% QoQ & YoY**
- **NPL to total portfolio loans declined \$13.2M QoQ and \$21.0M YoY due to curtailment payments made by the Bank's largest NPL relationship**

As of September 30, 2024

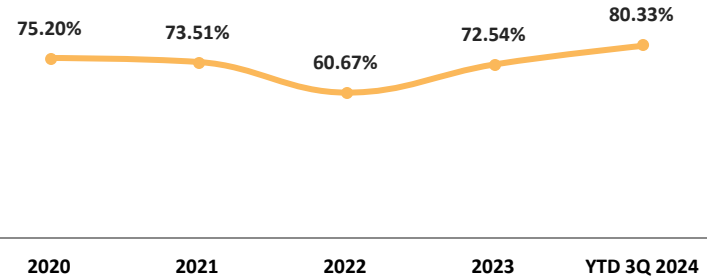
<sup>1</sup> Non-GAAP Financial measure - see Non-GAAP reconciliation

# FINANCIAL PERFORMANCE TRENDS

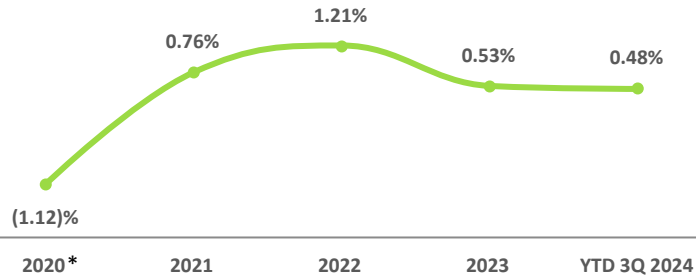
## Net Income, in millions



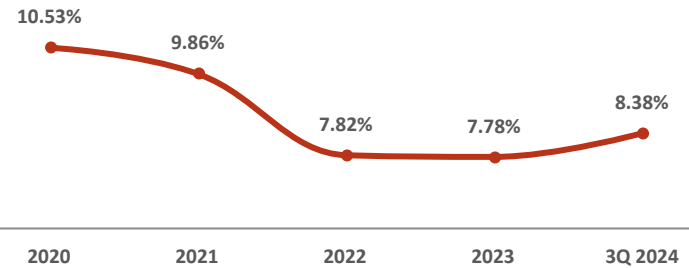
## Efficiency Ratio<sup>3</sup>



## ROA



## TCE



<sup>1</sup> A loss of \$57.7 million was recognized during the third quarter of 2020 related to a one-time charge resulting from goodwill impairment. This impairment charge reduced net income by \$62.2 million, resulting in a net loss for the third quarter of 2020. Excluding the impairment charge of \$62.2 million, net income would have been \$16.3 million.

<sup>2</sup> Net income for the nine months ended September 30, 2024 is YTD annualized.

<sup>3</sup> Non-GAAP Financial Measure - see Non-GAAP reconciliation



Focus on maintaining a strong regulatory capital position in excess of regulatory thresholds.

Ensure capital levels are commensurate with the Company's risk profile and strategic plan objectives.

Since December of 2021, 3.8 million shares have been repurchased at a total cost of \$59.8 million at an average cost per share of \$15.95.

## REGULATORY CAPITAL

**10.83%** TIER 1      **12.09%** TOTAL      **9.53%** LEVERAGE

	Regulatory Well Capitalized	Carter Bankshares September 30, 2024			
		Actual	Excess (\$) (In Thousands)	Excludes impact of Large NPL	Excess (\$) Excludes impact of Large NPL (In Thousands)
Common Equity Tier 1 Ratio ("CET1")	6.50 %	10.83 %	\$ 176,032	12.38 %	\$ 230,525
Tier 1 Risk-based Ratio	8.00 %	10.83 %	115,087	12.38 %	171,712
Total Risk-based Capital Ratio	10.00 %	12.09 %	85,024	13.64 %	142,738
Leverage Ratio	5.00 %	9.53 %	209,158	10.51 %	254,407
Critically Undercapitalized Category	Tangible equity to total assets ≤2%				
Capital Conservation Buffer	≥2.5%; composed of CET1				

	Actual (\$) 09/30/2024	Cumulative AOCI impact 09/30/2024	Other Segment Reserve impact 09/30/2024 <sup>1</sup>
Book Value per Common Share	\$ 16.77	\$ (2.31)	\$ (1.28)
			<b>\$(3.59)</b>
<b>Adjusted Book Value<sup>2</sup></b>	<b>\$ 20.36</b>	←	

As of September 30, 2024

<sup>1</sup> During the second and third quarters of 2024, \$3.1M of the other segment reserve release from the \$21.0M curtailment payments resulted in a \$0.11 per share increase in book value.

<sup>2</sup> Non-GAAP Financial measure - see Non-GAAP reconciliation

**\$1.5B**

TOTAL AVAILABLE LIQUIDITY

**Continue to maintain a strong liquidity position:**

- Ongoing FHLB collateral pledging<sup>1</sup>
- Maintain three unsecured lines of credit
- Maintain one secured line of credit
- Majority of bond portfolio is unpledged
- Available sources to leverage unpledged bonds
  - Federal Reserve Discount Window
  - Federal Home Loan Bank of Atlanta
  - Secured Federal Funds Lines

**Strong coverage of uninsured deposits:**

- Total available liquidity / uninsured deposits 207.8%

<i>\$ in thousands</i>	September 30, 2024	December 31, 2023	YoY Change
Cash and Due From Banks, including Interest-bearing Deposits	\$ 104,992	\$ 54,529	\$ 50,463
FHLB Borrowing Availability <sup>1</sup>	791,403	480,266	311,137
Unsecured Lines of Credit	30,000	50,000	(20,000)
Collateralized Lines of Credit	45,000	—	45,000
Unpledged Investment Securities	433,273	563,537	(130,264)
Excess Pledged Securities	65,931	61,774	4,157
<b>Total Liquidity Sources</b>	<b>\$ 1,470,599</b>	<b>\$ 1,210,106</b>	<b>\$ 260,493</b>

As of September 30, 2024

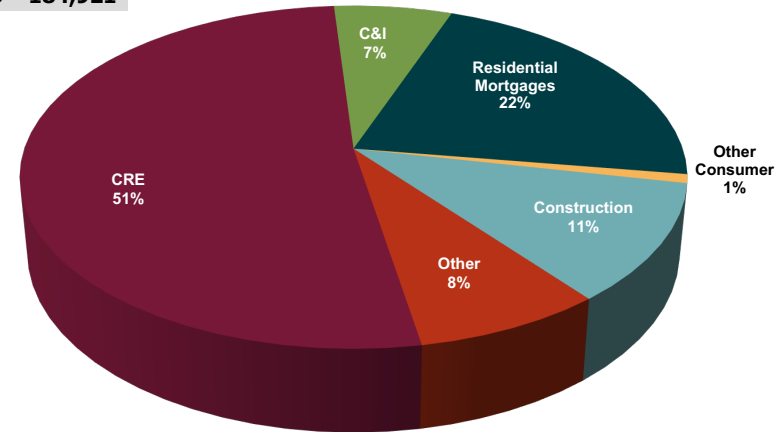
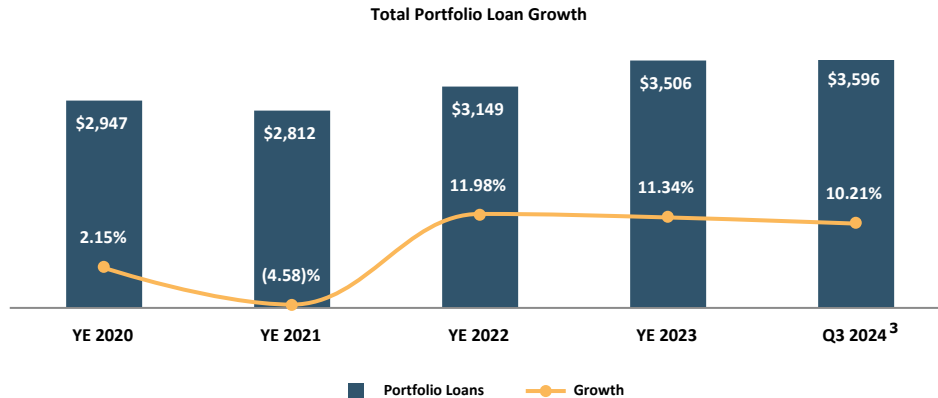
<sup>1</sup> For the periods presented above, the Company maintained a secured FHLB Borrowing Facility with FHLB of Atlanta equal to 25% of the Bank's assets approximating \$1.2 billion, with available borrowing capacity subject to the amount of eligible collateral pledged at any given time.

# LOAN COMPOSITION

\$ in thousands	For the Period Ending			Variance	
	09/30/24	06/30/24	09/30/23	Quarter	Year
Commercial Real Estate	\$ 1,857,997	\$ 1,801,397	\$ 1,688,947	\$ 56,600	\$ 169,050
Commercial and Industrial	241,474	240,611	264,329	863	(22,855)
Residential Mortgages	782,930	783,903	738,368	(973)	44,562
Other Consumer	29,813	31,284	36,487	(1,471)	(6,674)
Construction	399,502	394,926	377,576	4,576	21,926
Other <sup>1</sup>	284,145	297,400	305,233	(13,255)	(21,088)
<b>Total Portfolio Loans<sup>2</sup></b>	<b>\$ 3,595,861</b>	<b>\$ 3,549,521</b>	<b>\$ 3,410,940</b>	<b>\$ 46,340</b>	<b>\$ 184,921</b>

## LOAN PORTFOLIO

- Total loans increased \$184.9M, or 5.4% YoY due to solid loan growth, primarily in the commercial real estate, residential mortgages and construction segments.
- Year-to-date loan growth was muted by \$80.0M in loan pay-offs of two large commercial real estate loans.



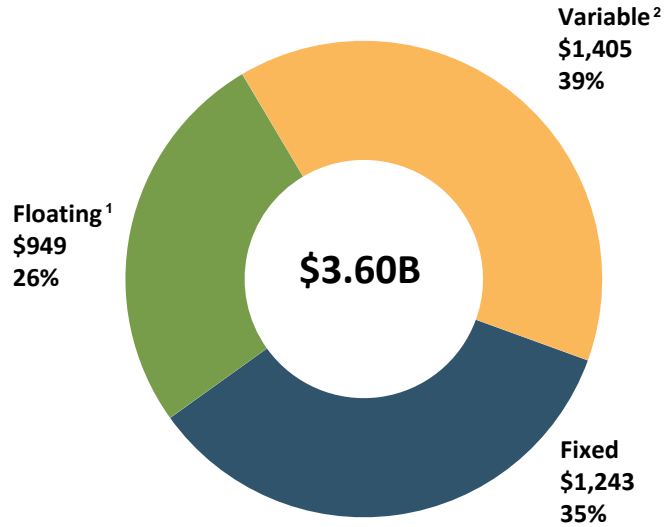
<sup>1</sup> Other loans include unique risk attributes considered inconsistent with our current underwriting standards.

<sup>2</sup> Total Portfolio Loans is net of loans held-for-sale and Loan Portfolio Segments are sourced from Fed. Call Codes (RC-C).

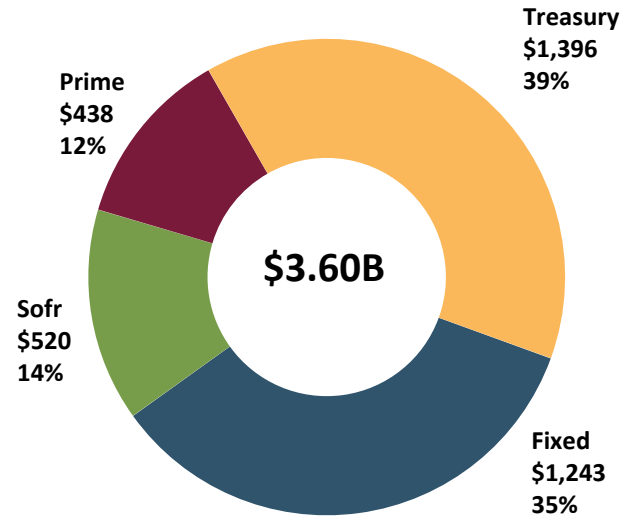
<sup>3</sup> Loan growth for the quarter ended September 30, 2024 is annualized and \$ in millions.

\$ in millions

## Loan Portfolio by Rate Type



## Loan Portfolio by Rate Index Type



<sup>1</sup> Floating Rate Loans are defined as loans with contractual interest rate terms that allow the loan to reprice at least once each month.

<sup>2</sup> Variable Rate Loans are defined as loans with contractual interest rate terms that allow the loan to reprice at least once during the life of the loan agreement, but not more frequently than once per quarter.

# TOP TEN (10) RELATIONSHIPS (TOTAL COMMITMENT)

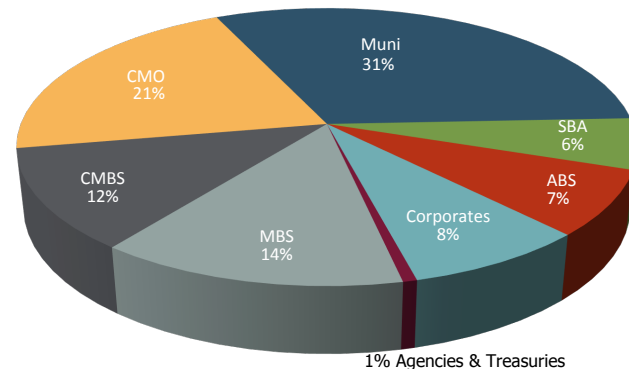
\$ in thousands	For the Periods Ending		Change	% of Gross Loans	% of RBC
	09/30/24	12/31/23			
1. Hospitality, Agriculture & Energy	\$ 280,905	\$ 301,913	\$ (21,008)	7.81%	57.17%
2. Multifamily	58,935	15,000	43,935	1.64%	12.00%
3. Health Care Facility / Long-Term Care	53,087	53,683	(596)	1.48%	10.81%
4. Retail & Office	52,666	53,576	(910)	1.46%	10.72%
5. Warehouse	50,069	51,185	(1,116)	1.39%	10.19%
6. Long-Term Care	46,199	21,803	24,396	1.29%	9.40%
7. Health Care Facility	44,779	—	44,779	1.25%	9.11%
8. Retail	44,683	45,187	(504)	1.24%	9.09%
9. Hospitality	43,268	44,297	(1,029)	1.20%	8.81%
10. Warehouse	42,582	20,082	22,500	1.18%	8.67%
<b>Top Ten (10) Relationships</b>	<b>\$ 717,173</b>	<b>\$ 606,726</b>	<b>\$ 110,447</b>	<b>19.94%</b>	<b>145.97%</b>
<b>Total Gross Loans</b>	<b>\$ 3,596,251</b>	<b>\$ 3,505,910</b>	<b>\$ 90,341</b>		
<b>% of Total Gross Loans</b>	<b>19.94%</b>	<b>17.31%</b>	<b>2.63%</b>		
<i>Concentration (25% of RBC)</i>	\$ 122,832	\$ 121,231			

# BOND PORTFOLIO

\$ in thousands	9/30/2024			12/31/2023		
	Amortized Cost	Net Unrealized (Losses)/Gains	Fair Value	Amortized Cost	Net Unrealized (Losses)/Gains	Fair Value
U.S. Government Agency Securities	27,986	(511)	27,475	44,185	(358)	43,827
Residential Mortgage-Backed Securities	107,515	(8,706)	98,809	110,726	(11,576)	99,150
Commercial Mortgage-Backed Securities	23,524	(483)	23,041	31,578	(415)	31,163
Other Commercial Mortgage-Backed Securities	24,097	(1,830)	22,267	24,522	(2,666)	21,856
Asset Backed Securities	128,726	(7,580)	121,146	150,832	(10,826)	140,006
Collateralized Mortgage Obligations	165,377	(8,959)	156,418	174,396	(12,863)	161,533
States and Political Subdivisions	262,960	(31,788)	231,172	263,557	(41,449)	222,108
Corporate Notes	70,750	(8,443)	62,307	70,750	(11,390)	59,360
<b>Total Debt Securities</b>	<b>810,935</b>	<b>\$ (68,300)</b>	<b>\$ 742,635</b>	<b>870,546</b>	<b>\$ (91,543)</b>	<b>\$ 779,003</b>

## BOND OVERVIEW

- The bond portfolio is 100% available-for-sale.
- Our portfolio consists of 46.9% of securities issued by United States government sponsored entities and carry an implicit government guarantee.
- States and political subdivisions comprise 31.1% of the portfolio and are largely general obligation or essential purpose revenue bonds, which have performed very well historically over all business cycles, and are rated AA and AAA.
- At September 30, 2024, the Company held 56.3% fixed rate and 43.7% floating rate securities.
- The material improvement in unrealized losses was largely due to bond maturities, amortizations and lower intermediate-term interest rates.
- Securities comprise 16.1% of total assets at September 30, 2024.
- Shorter maturity profile with an average life of 5.5 years; less interest rate risk with an effective duration of 4.1; and higher than peer book yield of 3.52%.



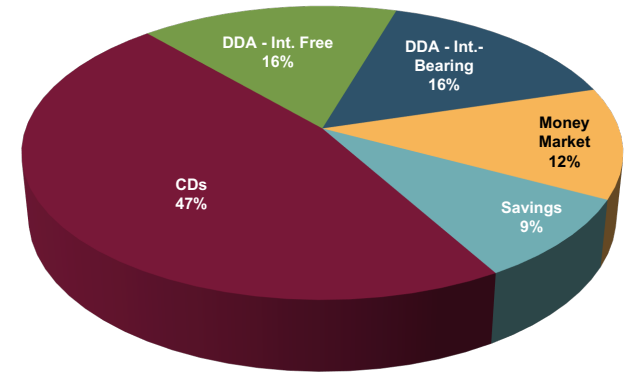
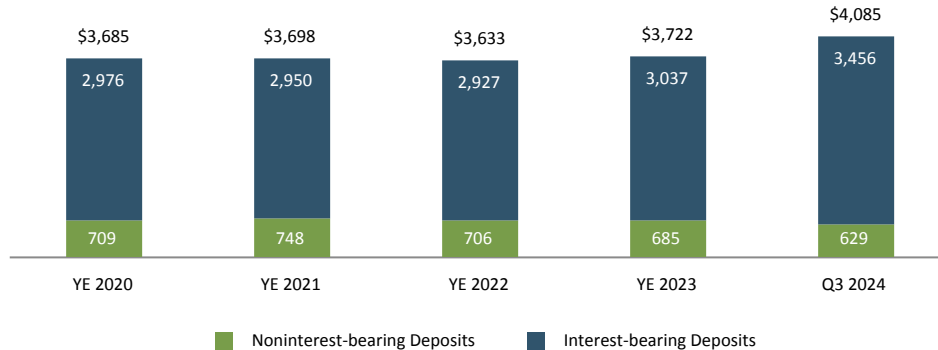
# DEPOSIT COMPOSITION

\$ in thousands	For the Period Ending			Variance	
	09/30/24	06/30/24	09/30/23	Quarter	Year
Lifetime Free Checking	\$ 628,901	\$ 653,296	\$ 664,819	\$ (24,395)	\$ (35,918)
Interest-Bearing Demand	649,005	565,465	469,904	83,540	179,101
Money Market	504,206	500,475	426,172	3,731	78,034
Savings	372,881	399,833	487,105	(26,952)	(114,224)
Certificates of Deposits	1,930,075	1,762,232	1,511,554	167,843	418,521
<b>Total Deposits</b>	<b>\$4,085,068</b>	<b>\$3,881,301</b>	<b>\$3,559,554</b>	<b>\$ 203,767</b>	<b>\$ 525,514</b>

## DEPOSIT STATISTICS

- Total deposits increased \$525.5M YoY
- Diversified and granular deposit base, approximately 78.5% Retail Customers
- Approximately 82.7% of Deposits, including Collateralized Muni deposits are FDIC Insured
- Partnership with IntraFi for available coverage over \$250K FDIC insured limit

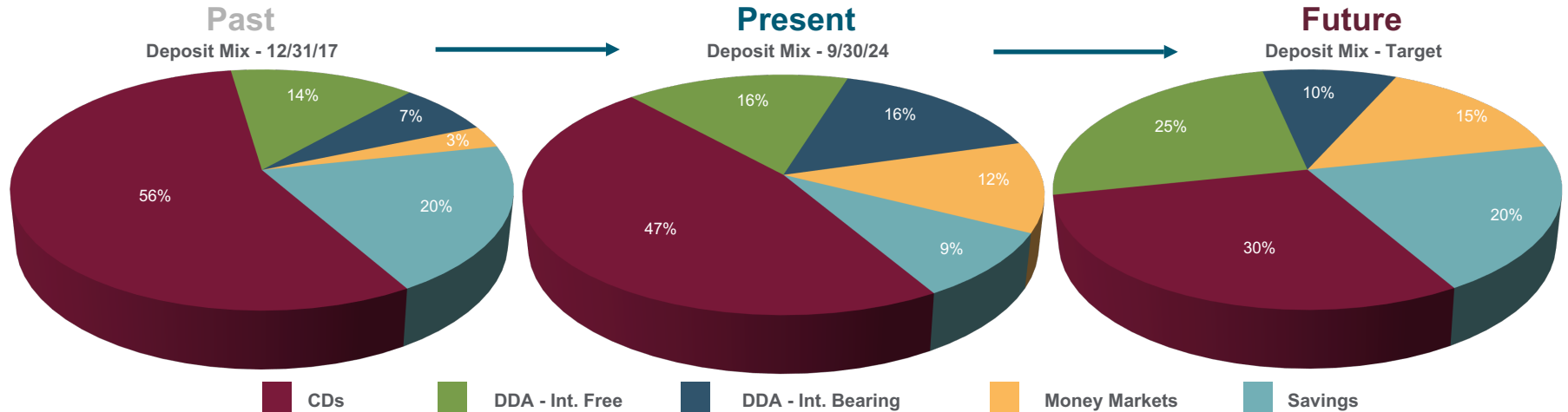
Total Deposits Composition<sup>1</sup>



<sup>1</sup> Period end balances at September 30, 2024, \$ in millions

**Goal is to enhance and diversify funding sources with a focus on lower cost/core relationships (both retail and commercial):**

- Deposits currently stand at \$4.1B
- CD Portfolio (\$1.9B) is relatively short with 93.0% of the retail portfolio scheduled to mature within 12 months and 97.0% of the retail portfolio scheduled to mature within 24 months, allowing for opportunities to lower deposit costs quickly when short term rates begin to ease
- Multiple strategies are in place to grow all non maturity deposit accounts with a focus on lower cost of funds
- Established product road map and working to expand deposit offerings for retail and commercial customers





SECTION 03

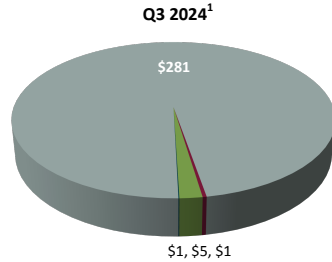
---

# ASSET QUALITY

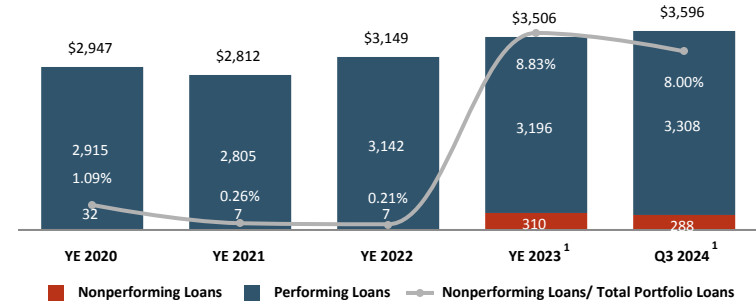
# ASSET QUALITY

### Nonperforming Loan Breakdown

	YE 2020	YE 2021	YE 2022	YE 2023 <sup>1</sup>	Q3 2024 <sup>1</sup>
<b>NPL</b>					
CRE	\$ 22	\$ 3	\$ 2	\$ 1	\$ 1
C&I	1	1	—	—	1
Res. Mtg.	5	1	1	4	5
Other Consumer	4	2	4	—	—
Construction	—	—	—	3	—
Other	—	—	—	302	281
<b>Total NPL</b>	<b>\$ 32</b>	<b>\$ 7</b>	<b>\$ 7</b>	<b>\$ 310</b>	<b>\$ 288</b>

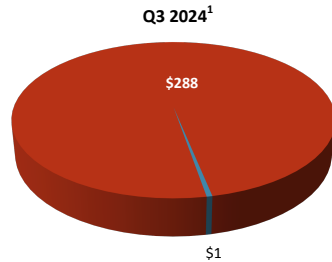


### Nonperforming Loans / Total Portfolio Loans

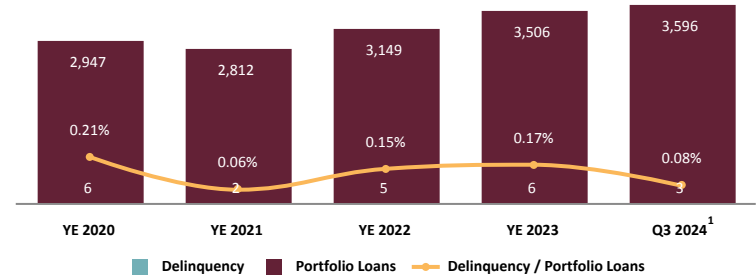


### Nonperforming Assets

	YE 2020	YE 2021	YE 2022	YE 2023 <sup>1</sup>	Q3 2024 <sup>1</sup>
<b>NPA</b>					
NPLs	\$ 32	\$ 7	\$ 7	\$ 310	\$ 288
OREO	16	11	8	2	1
<b>Total NPA</b>	<b>\$ 48</b>	<b>\$ 18</b>	<b>\$ 15</b>	<b>\$ 312</b>	<b>\$ 289</b>



### Delinquency / Portfolio Loans

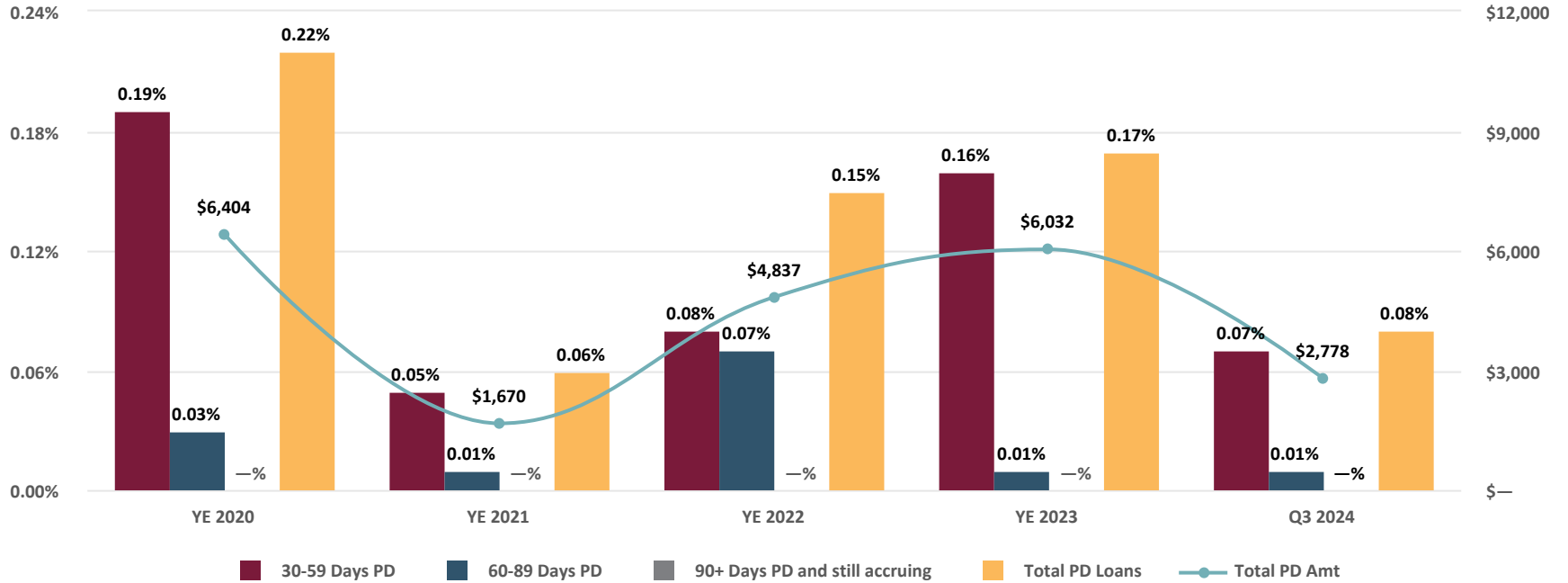


As of September 30, 2024, \$ in millions

<sup>1</sup>The Company placed commercial loans in the Other segment of the Company's loan portfolio, relating to the Bank's largest lending relationship which has a current principal balance of \$280.9 million, on nonaccrual status due to loan maturities and failure to pay in full during the second quarter of 2023.

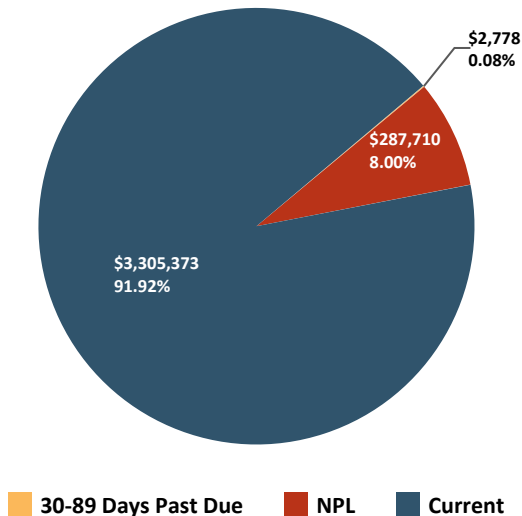
# DELINQUENCY TRENDS

## Past Due Loans / Total Portfolio Loans



# DELINQUENCY TRENDS

## Delinquency Trends



## September 30, 2024

<i>#s in thousands</i>	Current	30-89 Days Past Due	NPL	Total Portfolio Loans
Commercial Real Estate	\$ 1,856,591	\$ 428	\$ 978	\$ 1,857,997
Commercial and Industrial	240,380	—	1,094	241,474
Residential Mortgages	777,569	879	4,482	782,930
Other Consumer	29,524	269	20	29,813
Construction	398,069	1,202	231	399,502
Other <sup>1</sup>	3,240	—	280,905	284,145
<b>Total</b>	<b>\$3,305,373</b>	<b>\$ 2,778</b>	<b>\$ 287,710</b>	<b>\$3,595,861</b>

### COMMENTARY:

- The \$280.9M commercial loans placed in "other" which comprises the largest lending relationship represents 97.6% of the total nonperforming loans
- Excluding the largest lending relationship, the Q3 2024 NPL & delinquency ratios are significantly better than peers (0.19% vs 0.58%) and (0.08% vs 0.31%)

<sup>1</sup> Represents the Bank's largest lending relationship with a current principal balance of \$280.9 million placed on nonaccrual status during the second quarter of 2023.

Note: Other Real Estate Owned was \$1.5M as of Q3 2024.

Note: Peers include BHB, AROW, BHB, CCBG, CCNE, CFFI, CHCO, CTBI, FBMS, FCBC, FRST, GSBC, HTBI, MPB, MVB, ORRF, PFIS, RBCCA, SHBI, SMBK, SYBT, UVSP WASH.

# NONPERFORMING RELATIONSHIPS

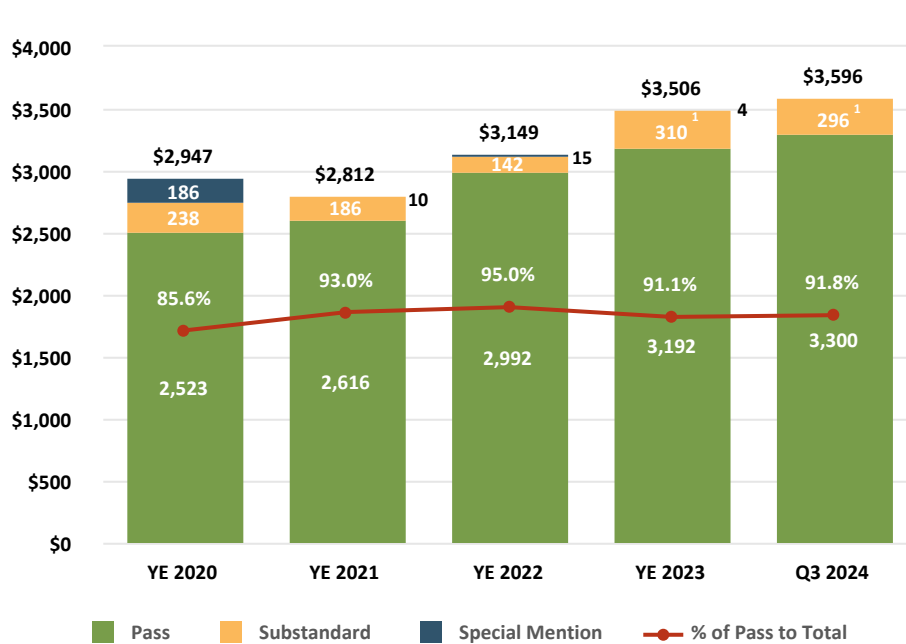
\$ in thousands	Nonaccrual Balance		Change	Comments
	09/30/24	12/31/23		
1. Other <sup>1</sup>	\$ 280,905	\$ 301,913	\$ (21,008)	Other
2. Residential Construction	2,106	2,090	16	Residential Construction
3. Commercial & Industrial	1,037	—	1,037	Purchase Business Equipment
4. CRE	434	689	(255)	Commercial Property
5. Residential	393	—	393	Residential Mortgage Loan
6. Residential	—	825	(825)	Residential Mortgage Loan
7. Residential	—	1,142	(1,142)	Residential Mortgage Loan
8. Construction	—	808	(808)	Residential Lot Developer
<b>Subtotal: Top Nonaccrual Loans</b>	<b>284,875</b>	<b>307,467</b>	<b>(22,592)</b>	
Total Nonaccrual Loans	287,710	309,535	(21,825)	
Top Nonaccrual Loans / Total Nonaccrual Loans	99.01%	99.33%	(0.32)%	
Total Portfolio Loans	3,595,861	3,505,910	89,951	
Total Nonaccrual Loans / Total Portfolio Loans	8.00%	8.83%	(0.83)%	
Total Nonaccrual Loans excluding "Other" <sup>1</sup> / Total Portfolio Loans	0.19%	0.22%	(0.03)%	

As of September 30, 2024

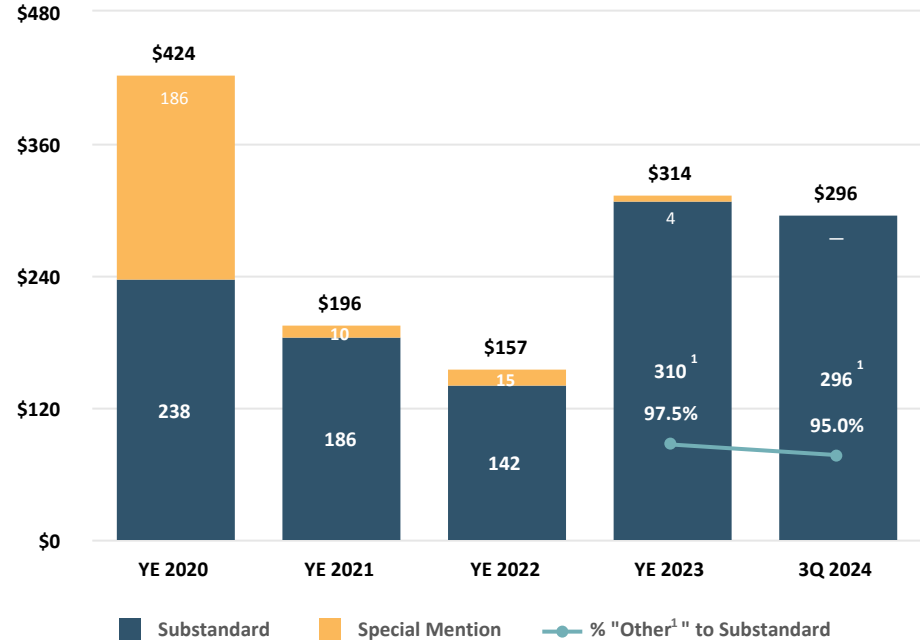
<sup>1</sup> The Company placed commercial loans in the Other segment of the Company's loan portfolio, relating to the Bank's largest lending relationship which has a current principal balance of \$280.9 million, on nonaccrual status due to loan maturities and failure to pay in full during the second quarter of 2023.

# LOAN PORTFOLIO - RISK RATINGS

## Portfolio Credit Quality Trend



## Non-Pass Credit Quality Trend

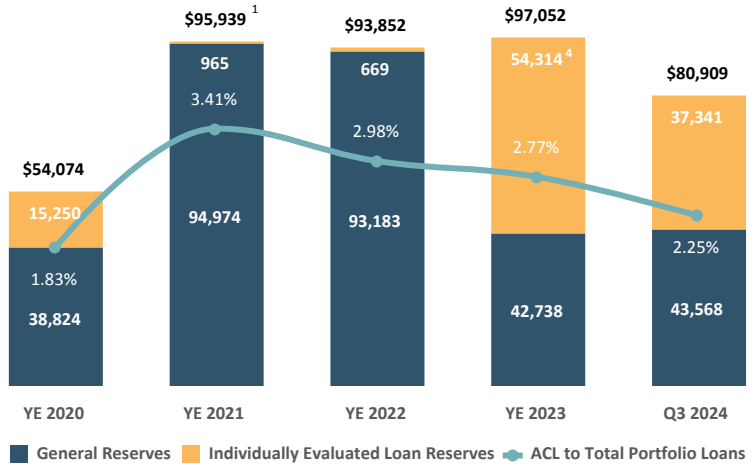


As of September 30, 2024, \$ in millions

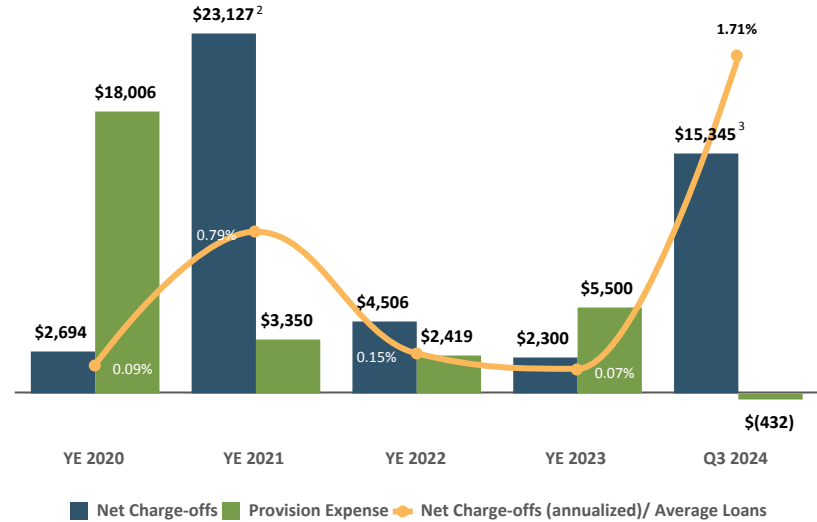
<sup>1</sup>The Company placed \$301.9 million of commercial loans in the Other segment of the Company's loan portfolio, relating to the Bank's largest lending relationship which has a current principal balance of \$280.9 million, on nonaccrual status due to loan maturities and failure to pay in full during the second quarter of 2023.

# ACL, NET CHARGE-OFFS & PROVISION EXPENSE

## ACL Composition & ACL Coverage Ratio



## Net Charge-offs & Provision Expense



As of September 30, 2024, \$ in thousands

<sup>1</sup> Included in 2021 is the \$61.6 million Day 1 adjustment related to the adoption ASU No. 2016-13, "Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments".

<sup>2</sup> YTD Net charge-offs for 2021 consist of \$9.2 million for nine sold loans that were a part of two relationships in 3Q21 and \$6.3 million and \$1.9 million in 2Q21 for the resolution of our two largest nonperforming credits, which were previously reserved.

<sup>3</sup> YTD Net charge-offs for Q3 2024 consist of a \$15.0 million principal charge-off related to the Other segment of the loan portfolio.

<sup>4</sup> The individually evaluated loans increased \$53.6 million during the second quarter of 2023 due to our largest lending relationship, that was previously reserved in general reserves within the Other segment, moved to nonperforming status and is currently individually evaluated.

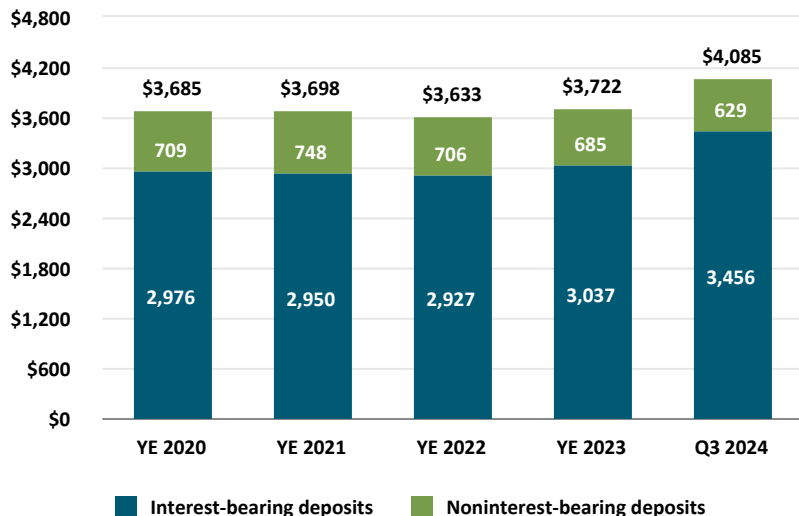
SECTION 04

---

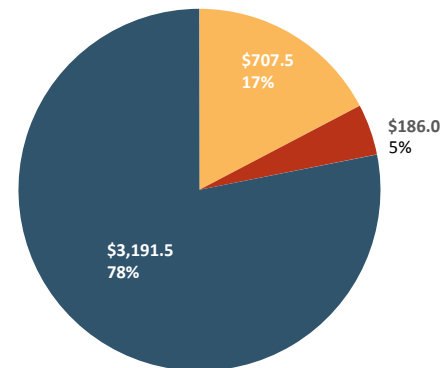
# DEPOSIT MIX



### Total Deposit Composition <sup>1</sup>



### Insured/Uninsured Deposits



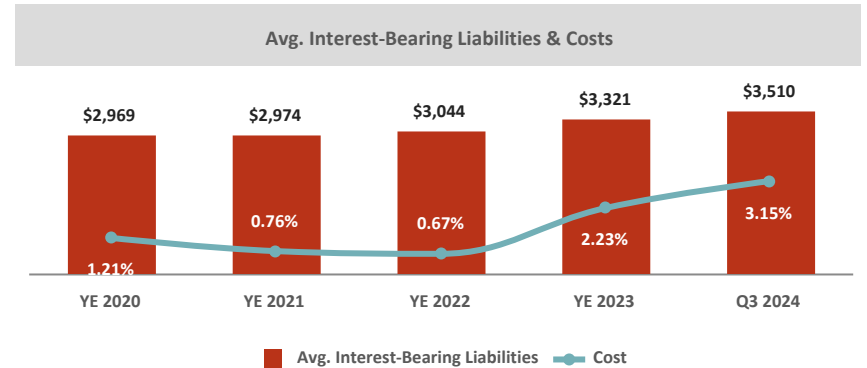
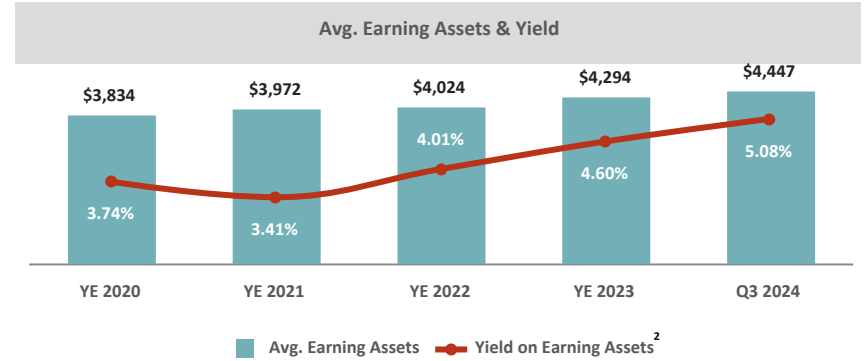
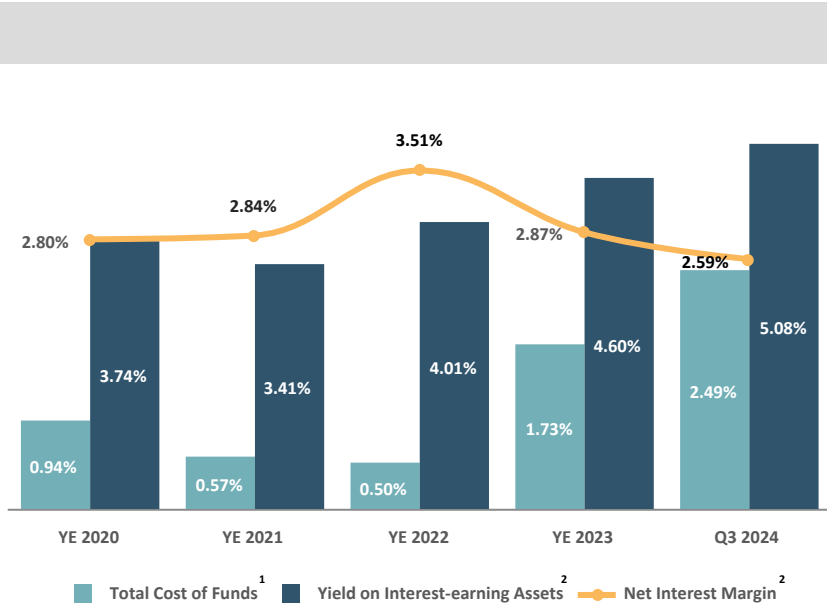
■ Uninsured Deposits   
 ■ Collateralized Muni <sup>2</sup>   
 ■ Insured Deposits

- Well-diversified deposit base of 213,041 customers
  - average commercial deposit account balance is \$47.1K
  - average retail deposit account balance is \$15.4K
- Deposit mix of 78.5% Consumer / 21.5% Business
- At September 30, 2024, the Bank had no deposit relationships greater than, or equal to, 2.5% of total deposits.
- Partnership with IntraFi for available coverage over \$250K FDIC insured limit.

<sup>1</sup> Period end balances, at September 30, 2024, \$ in millions

<sup>2</sup> Collateralized Muni deposits are FDIC insured up to \$250,000. All balances in excess of \$250,000 are fully collateralized with eligible securities

# NET INTEREST INCOME



Average balances, as of September 30, 2024, \$ in millions

<sup>1</sup> Cost of Funds incorporates the free funds contribution with the rate on total interest-bearing liabilities to illustrate the impact of noninterest-bearing liabilities on the overall cost of funds.

<sup>2</sup> Computed on a fully taxable equivalent basis (FTE) using 21% federal income tax statutory rate for 2020 through 2024.

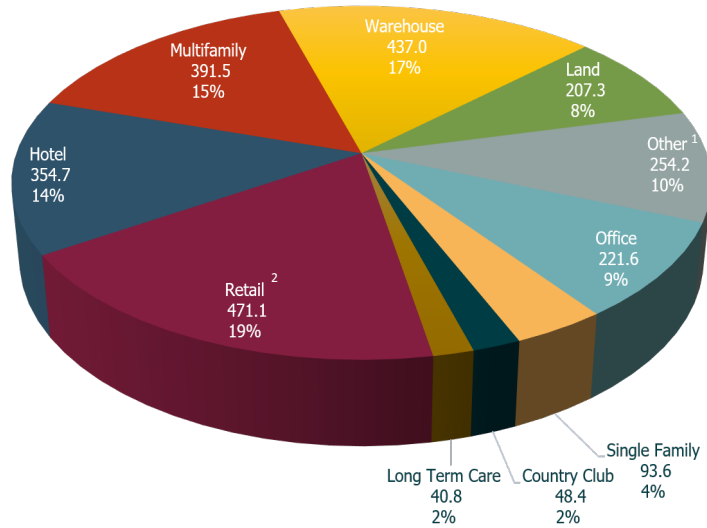
SECTION 05

# COMMERCIAL LOANS

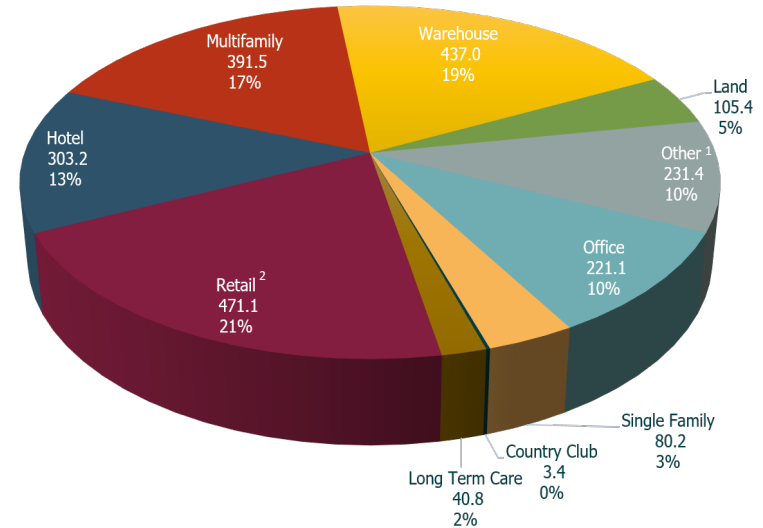
# CRE SEGMENT OVERVIEW

## By Collateral Type

**Total CRE: \$2,520.2**



**Total CRE, excluding "Other": \$2,285.1**



As of September 30, 2024, \$ in millions

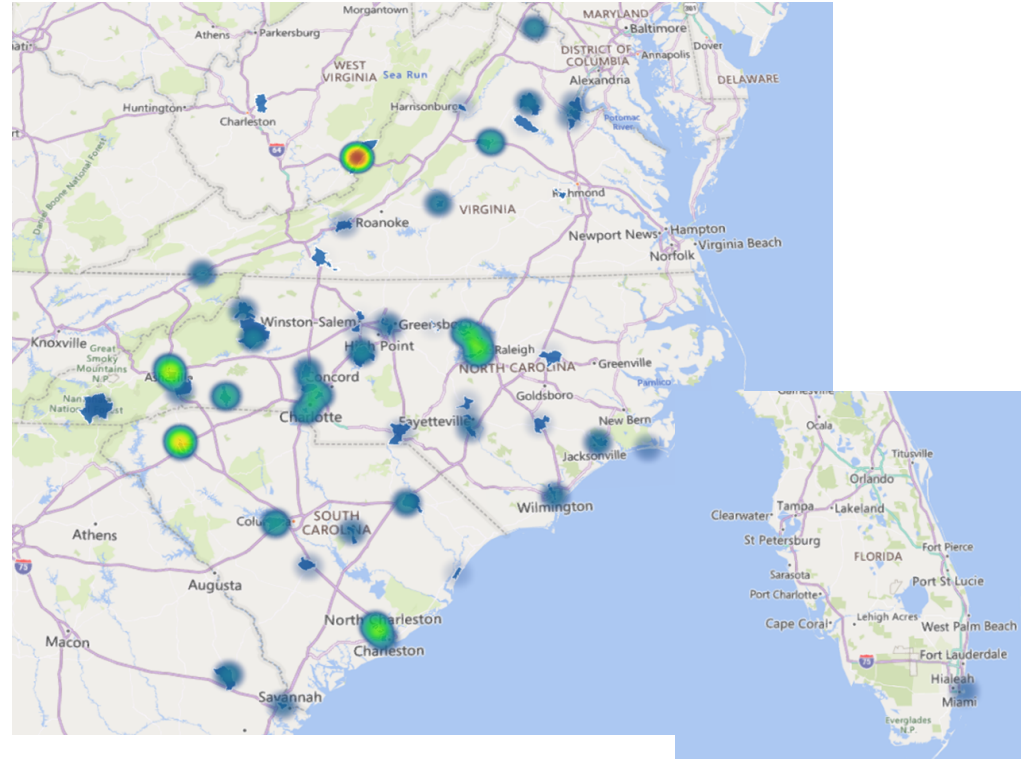
<sup>1</sup> Other CRE & Other Commercial Segments include, but are not limited to, Special / Limited Use, Church, Mobile Home Park, Gas Station, Self-Storage Facilities & Auto Shops

<sup>2</sup> Includes restaurant loans of \$35.4 million

# HOSPITALITY METRICS

- Total portfolio balance \$354.7M
- Geographic diversification (see map)
- Mean loan size in portfolio \$6.0M<sup>1</sup>
- Median of loans in portfolio \$4.1M<sup>1</sup>
- The largest loan in portfolio \$51.6M<sup>1</sup>
- 11.96% are under construction<sup>1</sup>
- Top 10 borrowers make up 45.35% of the total hospitality commitment<sup>1</sup>
- No delinquent loans in the hospitality portfolio<sup>1</sup>
- 12.82% are in nonaccrual status
- There are 12.82%\* loans in the hospitality portfolio that are adversely classified or NPL<sup>1</sup>
- 92.69% of hospitality portfolio is funded<sup>1</sup>

	AVERAGE	
<b>4.83</b>	<b>52.2%</b>	<b>\$92K</b>
RISK RATING	LTV	DEBT/KEY



As of September 30, 2024

\*Relates to the Company's largest lending relationship.

<sup>1</sup> Commitment Level

# HOSPITALITY METRICS

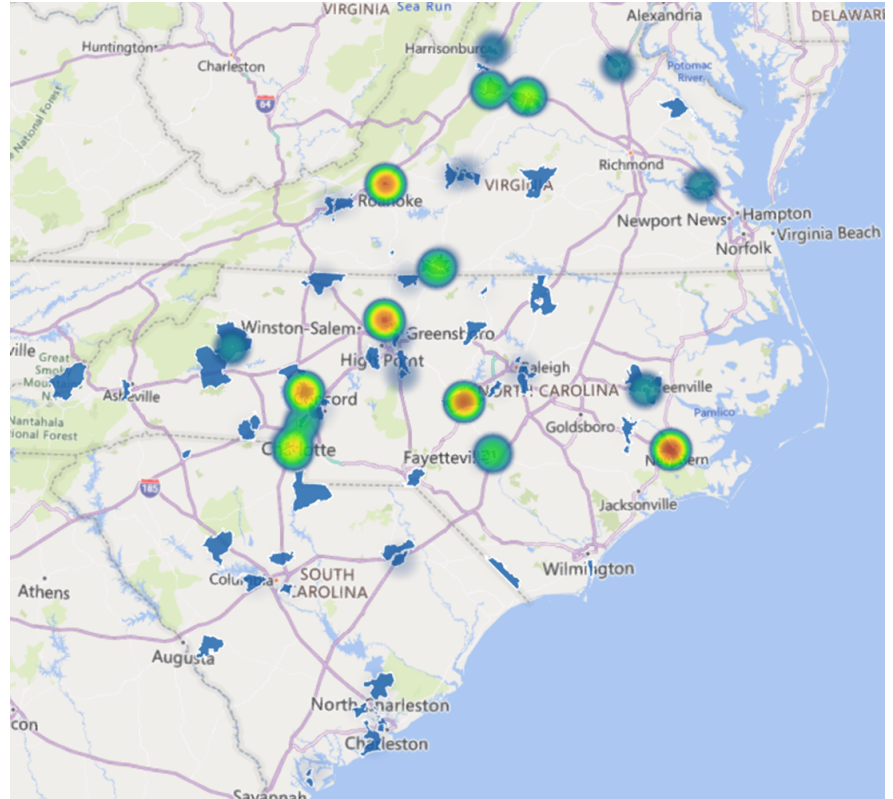
Category	Hospitality Portfolio Balance	Percentage of Total Balance	Hospitality Commitment Balance	Weighted Avg. Commitment LTV	Avg. GL Balance Size	Avg. of Debt per Key - Total Commitment
Hilton	\$116,498	32.9 %	\$138,636	61.3 %	\$8,321	\$113
IHG	90,879	25.6	101,309	55.5	5,346	93
Upscale Independent/Boutique	61,547	17.4	61,547	29.1	20,516	83
Wyndham	23,572	6.6	23,572	57.9	2,357	40
Marriott	20,737	5.8	35,437	48.2	4,147	79
Independent	15,192	4.3	15,250	51.4	2,532	150
Radisson	10,780	3.0	10,780	51.3	2,695	37
Best Western	7,796	2.2	7,796	37.0	1,949	18
Choice	7,682	2.2	7,682	49.3	1,921	30
<b>Hospitality Totals</b>	<b>\$354,683</b>	<b>100.0 %</b>	<b>\$402,009</b>	<b>52.2 %</b>	<b>\$5,532</b>	<b>\$92</b>

Category	Hospitality Portfolio Balance	Percentage of Total Balance	Hospitality Commitment Balance	Weighted Avg. Commitment LTV	Avg. GL Balance Size	Avg. of Debt per Key - Total Commitment
North Carolina	\$179,699	50.7 %	\$215,977	55.9 %	\$4,729	\$93
South Carolina	65,362	18.4	76,352	61.0	6,536	104
West Virginia	55,817	15.7	55,817	24.4	18,606	69
Virginia	43,275	12.2	43,333	53.2	3,091	104
Georgia	10,530	3.0	10,530	55.6	5,265	61
<b>Hospitality Totals</b>	<b>\$354,683</b>	<b>100.0 %</b>	<b>\$402,009</b>	<b>52.2 %</b>	<b>\$7,645</b>	<b>\$92</b>

# MULTIFAMILY METRICS

- Total portfolio balance \$391.5M
- Geographic diversification (see map)
- Mean loan size in portfolio \$3.6M<sup>1</sup>
- Median of loans in portfolio \$252K<sup>1</sup>
- The largest loan in portfolio \$35.5M<sup>1</sup>
- 50.17% are under construction<sup>1</sup>
- Top 10 borrowers make up 53.56% of the total multifamily commitment<sup>1</sup>
- There are no loans in the portfolio that are delinquent<sup>1</sup>
- There are no loans in the portfolio that are considered NPL<sup>1</sup>
- 1.59% of the portfolio is considered adversely classified<sup>1</sup>
- 88.49% of portfolio is funded<sup>1</sup>

	AVERAGE	
<b>4.78</b>	<b>52.9%</b>	<b>\$107K</b>
RISK RATING	LTV	DEBT/DOOR



# MULTIFAMILY METRICS

Category	Multifamily Portfolio Balance	Percentage of Total Balance	Multifamily Commitment Balance	Weighted Avg. Commitment LTV	Avg. GL Balance Size	Avg. of Debt per Door - Total Commitment
Multifamily	\$311,243	79.5 %	\$464,015	52.3 %	\$3,990	\$117
Student	71,251	18.2	71,251	62.5	7,728	50
Other <sup>(1)</sup>	—	—	50	—	—	—
Participations in Affordable Housing	9,018	2.3	10,810	19.3	173	13
<b>Multifamily Totals</b>	<b>\$391,512</b>	<b>100.0 %</b>	<b>\$546,126</b>	<b>52.9 %</b>	<b>\$2,973</b>	<b>\$107</b>

Category	Multifamily Portfolio Balance	Percentage of Total Balance	Multifamily Commitment Balance	Weighted Avg. Commitment LTV	Avg. GL Balance Size	Avg. of Debt per Door - Total Commitment
<b>Multifamily</b>						
North Carolina	\$159,153	40.7 %	\$289,721	51.3 %	\$2,449	\$127
South Carolina	42,079	10.7	46,183	52.1	1,753	119
Virginia	119,029	30.4	138,971	51.7	2,768	89
<b>Student Housing</b>						
Virginia	49,711	12.7	49,711	60.5	5,523	56
South Carolina	19,679	5.0	19,679	68.6	19,679	40
North Carolina	1,861	0.5	1,861	51.7	1,861	8
<b>Multifamily Totals</b>	<b>\$391,512</b>	<b>100.0 %</b>	<b>\$546,126</b>	<b>52.9 %</b>	<b>\$5,672</b>	<b>\$107</b>

As of September 30, 2024, \$ in thousands

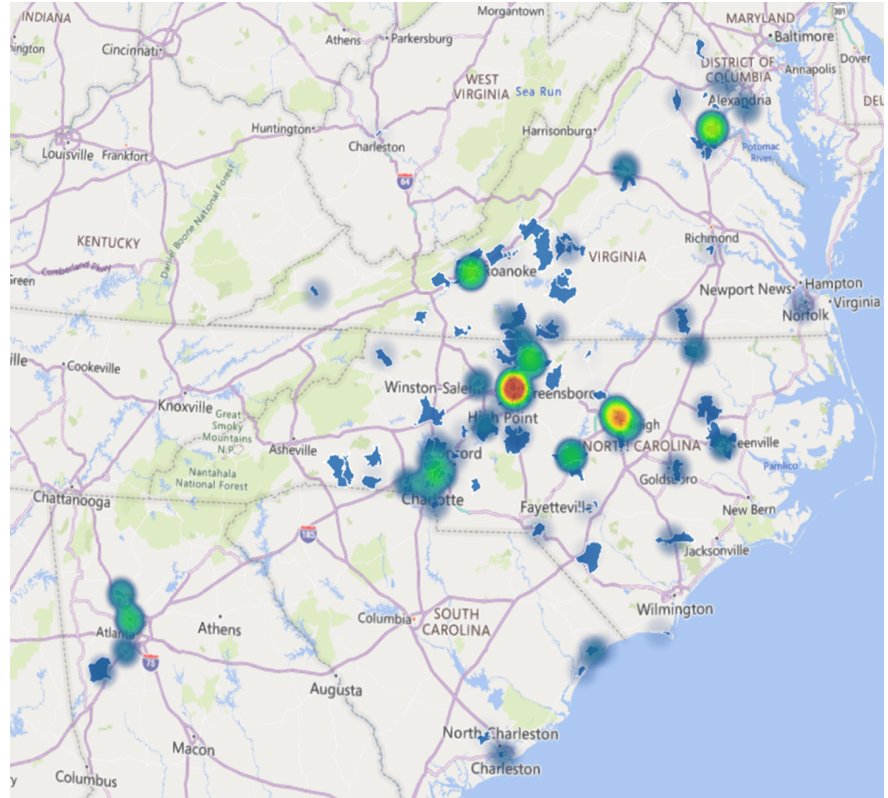
<sup>(1)</sup>The Other category consists of multifamily properties for which we do not have the data.



# RETAIL METRICS

- Total portfolio balance \$435.6M\*\*
- Geographic diversification (see map)
- Mean loan size in portfolio \$2.8M<sup>1</sup>
- Median of loans in portfolio \$1.1M<sup>1</sup>
- The largest loan in portfolio \$28M<sup>1</sup>
- 14.20% are under construction<sup>1</sup>
- Top 10 borrowers make up 36.48% of the total retail commitment<sup>1</sup>
- 0.03% of the portfolio<sup>1</sup> is considered delinquent
- 0.08% of this portfolio are considered adversely classified<sup>1</sup>
- 0.08% are in NPL status<sup>1</sup>
- 95.88% of retail portfolio is funded<sup>1</sup>

	AVERAGE		
	<b>4.27</b>	<b>55.9%</b>	<b>\$131</b>
RISK RATING	LTV	DEBT/SQ FT	



# RETAIL METRICS

Category	Retail Portfolio Balance	Percentage of Total Balance	Retail Commitment Balance	Weighted Avg. Commitment LTV	Avg. GL Balance Size	Avg. of Debt per Square Ft- Total Commitment
Anchored Strip Centers	\$239,681	55.0 %	\$245,197	59.1 %	\$4,993	\$119
Unanchored Strip Centers	89,429	20.5	103,569	49.2	1,626	168
Outparcels/Single Tenant	75,926	17.4	78,800	52.6	1,406	135
Power Centers	28,081	6.5	28,638	62.8	9,360	104
Big Box	2,446	0.6	2,446	45.6	815	43
<b>Retail Totals</b>	<b>\$435,563</b>	<b>100.0 %</b>	<b>\$458,650</b>	<b>55.9 %</b>	<b>\$3,640</b>	<b>\$131</b>

Category	Retail Portfolio Balance	Percentage of Total Balance	Retail Commitment Balance	Weighted Avg. Commitment LTV	Avg. GL Balance Size
North Carolina	\$264,236	60.7 %	\$284,761	52.6 %	\$3,003
Virginia	88,481	20.3	88,835	63.9	1,770
Georgia	36,527	8.4	36,527	63.8	4,566
South Carolina	21,967	5.0	24,175	48.5	1,690
Ohio	10,576	2.4	10,576	58.4	10,576
Florida	9,842	2.3	9,842	76.3	9,842
Maryland	3,552	0.8	3,552	32.3	3,552
West Virginia	382	0.1	382	46.3	382
<b>Retail Totals</b>	<b>\$435,563</b>	<b>100.0 %</b>	<b>\$458,650</b>	<b>55.9 %</b>	<b>\$4,423</b>

As of September 30, 2024, \$ in thousands

<sup>(1)</sup> Excludes restaurant loans of \$36.1 million

<sup>(2)</sup> A Power Center is a large outdoor shopping mall that usually includes three or more "Big Box" stores.

# OFFICE METRICS

- Total portfolio balance \$221.6M
- Geographic diversification (see map)
- Mean loan size in portfolio \$1.84M<sup>1</sup>
- Median of loans in portfolio \$373K<sup>1</sup>
- The largest loan in portfolio \$23M<sup>1</sup>
- 2.39% are under construction<sup>1</sup>
- Top 10 borrowers make up 57.75% of the total office commitment<sup>1</sup>
- 0.19% of this segment is delinquent<sup>1</sup>
- 0.40% of loans are primarily rated special mention<sup>1</sup>
- 0.40% are in NPL status<sup>1</sup>
- 96.27% of office portfolio is funded<sup>1</sup>

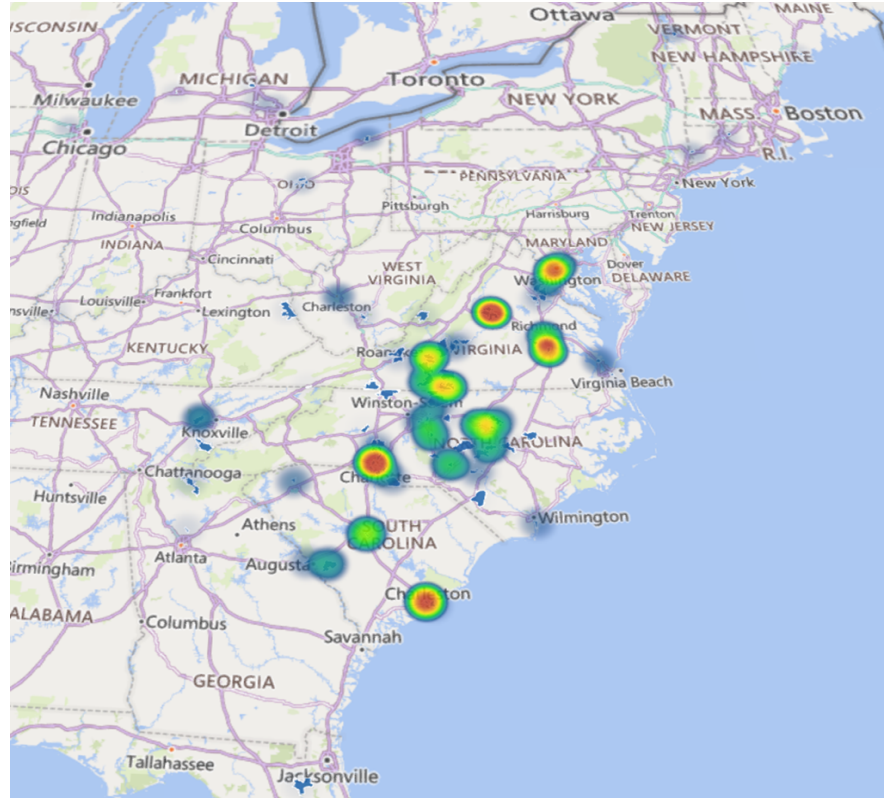
AVERAGE

**4.30**

RISK RATING

**\$112**

DEBT/SQ FT



# OFFICE METRICS

Category	Office Portfolio Balance	Percentage of Total Balance	Office Commitment Balance	Avg. GL Balance Size	Avg. of Debt per Square Ft- Total Commitment
General Office Space	\$187,817	84.8 %	\$205,899	\$ 2,041	\$117
Medical Offices	25,319	11.4	26,479	1,582	83
Veterinary Offices	7,507	3.4	13,538	375	102
Law Offices	969	0.4	969	162	63
<b>Office Totals</b>	<b>\$221,612</b>	<b>100.0 %</b>	<b>\$246,885</b>	<b>\$ 1,040</b>	<b>\$112</b>

Category	Office Portfolio Balance	Percentage of Total Balance	Office Commitment Balance	Avg. GL Balance Size	Avg. of Debt per Square Ft- Total Commitment
Virginia	\$102,284	46.2 %	\$104,836	\$1,967	\$100
North Carolina	63,639	28.7	81,299	1,224	117
South Carolina	31,325	14.1	35,996	7,831	135
Maryland	6,698	3.0	6,698	6,699	123
Georgia	4,638	2.1	5,028	1,159	172
Tennessee	3,068	1.4	3,068	1,534	55
West Virginia	2,441	1.1	2,441	814	70
Ohio	1,938	0.9	1,938	969	107
Michigan	1,659	0.7	1,659	415	125
Conneticut	1,355	0.6	1,355	452	93
Vermont	935	0.4	935	468	166
Illinois	529	0.3	529	529	132
Maine	375	0.2	375	375	157
Indiana	292	0.1	292	292	46
Kentucky	235	0.1	235	235	75
Florida	201	0.1	201	201	77
<b>Office Totals</b>	<b>\$221,612</b>	<b>100.0 %</b>	<b>\$246,885</b>	<b>\$1,573</b>	<b>\$112</b>

SECTION 06

NON-GAAP RECONCILIATION

## NON-GAAP STATEMENT

*Statements in this exhibit include non-GAAP financial measures and should be read along with the accompanying tables in our definitions and reconciliations of GAAP to non-GAAP financial measures. Management uses, and this exhibit references, the efficiency ratio, the adjusted book value, net interest income and net interest margin, each on a fully taxable equivalent, or FTE, basis, which are non-GAAP financial measures. Management believes the efficiency ratio, adjusted book value, net interest income and net interest margin on an FTE basis provide information useful to investors in understanding our underlying business, operational performance and performance trends as they facilitate comparisons with the performance of other companies in the financial services industry. Although management believes that these non-GAAP financial measures enhance investors' understanding of our business and performance, these non-GAAP financial measures should not be considered alternatives to GAAP or considered to be more important than financial results determined in accordance with GAAP, nor are they necessarily comparable with non-GAAP measures which may be presented by other companies.*

# NON-GAAP RECONCILIATION

Net interest income (FTE) (non-GAAP) and total Interest and dividend income (FTE) (non-GAAP), which are used in computing net interest margin (FTE) (non-GAAP), and adjusted efficiency ratio (non-GAAP), respectively, provide valuable additional insight into the net interest margin and the efficiency ratio by adjusting for differences in tax treatment of interest income sources. The entire FTE adjustment is attributable to interest income on earning assets, which is used in computing yield on earning assets. Interest expense and the related cost of interest-bearing liabilities and cost of funds ratios are not affected by the FTE components.

Net Interest Income (FTE) (Non-GAAP) (Dollars in Thousands)	Quarter-to-Date		
	3Q 2024	2Q 2024	3Q 2023
<b>Interest Income (FTE)(Non-GAAP)</b>			
Interest and Dividend Income (GAAP)	\$ 56,595	\$ 54,583	\$ 48,886
Tax Equivalent Adjustment <sup>3</sup>	190	197	247
<b>Interest and Dividend Income (FTE) (Non-GAAP)</b>	<b>56,785</b>	<b>54,780</b>	<b>49,133</b>
Average Earning Assets	4,447,455	4,437,077	4,320,390
<b>Yield on Interest-earning Assets (GAAP)</b>	<b>5.06%</b>	<b>4.95%</b>	<b>4.49%</b>
<b>Yield on Interest-earning Assets (FTE) (Non-GAAP)</b>	<b>5.08%</b>	<b>4.97%</b>	<b>4.51%</b>
Net Interest Income (GAAP)	\$ 28,798	\$ 28,092	\$ 27,394
Tax Equivalent Adjustment <sup>3</sup>	190	197	247
<b>Net Interest Income (FTE) (Non-GAAP)</b>	<b>28,988</b>	<b>28,289</b>	<b>27,641</b>
Average Earning Assets	4,447,455	4,437,077	4,320,390
<b>Net Interest Margin (GAAP)</b>	<b>2.58%</b>	<b>2.55%</b>	<b>2.52%</b>
<b>Net Interest Margin (FTE) (Non-GAAP)</b>	<b>2.59%</b>	<b>2.56%</b>	<b>2.54%</b>

<sup>3</sup> Computed on a fully taxable equivalent basis ("FTE") using a 21% federal income tax rate for the 2024 and 2023 periods.

# NON-GAAP RECONCILIATION

Net interest income (FTE) (non-GAAP) and total interest and dividend income (FTE) (non-GAAP), which are used in computing net interest margin (FTE) (non-GAAP), and adjusted efficiency ratio (non-GAAP), respectively, provide valuable additional insight into the net interest margin and the efficiency ratio by adjusting for differences in tax treatment of interest income sources. The entire FTE adjustment is attributable to interest income on earning assets, which is used in computing yield on earning assets. Interest expense and the related cost of interest-bearing liabilities and cost of funds ratios are not affected by the FTE components. The adjusted efficiency ratio (non-GAAP) excludes losses on sales and write-downs of branch premises, net, gains on sales and write-downs of OREO, net, non-recurring one-time operating expenses, contingent liability, the (gains) losses on sales of securities, net, equity security unrealized fair value gains, and OREO income. This measure is similar to the measure utilized by the Company when analyzing corporate performance and is also similar to the measure utilized for incentive compensation. The Company believes this adjusted measure provides investors with important information about the combined economic results of the Company's operations.

Adjusted Efficiency Ratio (Non-GAAP) (Dollars in Thousands)	Quarter-to-Date		
	3Q 2024	2Q 2024	3Q 2023
<b>Noninterest Expense</b>	<b>\$ 27,433</b>	<b>\$ 27,446</b>	<b>\$ 27,282</b>
Less: Losses on Sales and Write-downs of Branch Premises, net	(9)	(44)	(18)
Less: Gains on Sales and Write-downs of OREO, net	502	8	(904)
Less: Non-recurring one-time Operating Expense	—	—	(193)
Less: Contingent Liability	(303)	—	—
<b>Adjusted Noninterest Expense (Non-GAAP)</b>	<b>\$ 27,623</b>	<b>\$ 27,410</b>	<b>\$ 26,167</b>
<b>Net Interest Income</b>	<b>\$ 28,798</b>	<b>\$ 28,092</b>	<b>\$ 27,394</b>
Plus: Taxable Equivalent Adjustment <sup>3</sup>	190	197	247
<b>Net Interest Income (FTE) (Non-GAAP)</b>	<b>\$ 28,988</b>	<b>\$ 28,289</b>	<b>\$ 27,641</b>
Less: (Gains) Losses on Sales of Securities, net	—	(36)	1
Less: Equity Security Unrealized Fair Value Gain	(144)	(63)	—
Less: OREO Income	(16)	(20)	(20)
Noninterest Income	5,422	5,533	5,270
<b>Net Interest Income (FTE) (Non-GAAP) plus Noninterest Income</b>	<b>\$ 34,250</b>	<b>\$ 33,703</b>	<b>\$ 32,892</b>
<b>Efficiency Ratio (GAAP)</b>	<b>80.17%</b>	<b>81.62%</b>	<b>83.52%</b>
<b>Adjusted Efficiency Ratio (Non-GAAP)</b>	<b>80.65%</b>	<b>81.33%</b>	<b>79.55%</b>

<sup>3</sup> Computed on a fully taxable equivalent basis ("FTE") using a 21% federal income tax rate for the 2024 and 2023 periods.



# NON-GAAP RECONCILIATION

The adjusted book value ratio excludes accumulated other comprehensive loss and adds back the other segment reserve release, net of tax. The Company believes this adjusted measure enables investors to assess the Company's capital levels and capital adequacy without the effects of changes in accumulated other comprehensive income ("AOCI") and the other segment reserve, some of which are uncertain and difficult to predict, or assuming that the Company realized all the previously unrealized losses on available-for-sale securities at the end of the period or the hypothetical release of the other segment reserve.

<b>Adjusted Book Value (Non-GAAP)</b>	<b>Quarter-to-Date Q3 2024</b>
<b>(Dollars in Thousands)</b>	
<b>Adjusted Book Value (Non-GAAP)</b>	
Total Shareholders' Equity	\$ 386,825
Add: AOCI	53,305
Add: Other Segment Reserve Release, net of tax	29,137
<b>Total Shareholders' Equity, excluding AOCI and segment reserve release (Non-GAAP)</b>	<b>\$ 469,267</b>
Common Shares Outstanding at End of Period	23,072,014
<b>Book Value (GAAP)</b>	<b>\$ 16.77</b>
<b>Adjusted Book Value (Non-GAAP)</b>	<b>\$ 20.36</b>

# NON-GAAP RECONCILIATION

<b>Adjusted Nonperforming Loans ("NPL") to Total Portfolio Loans (Non-GAAP)</b>		<b>Quarter-to-Date Q3 2024</b>
<b>(Dollars in Thousands)</b>		
<b>Adjusted NPLs (Non-GAAP)</b>		
Total NPL	\$	287,710
Less: Bank's Largest Lending Relationship		280,905
<b>Total NPL, excluding Bank's Largest Lending Relationship (Non-GAAP)</b>	<b>\$</b>	<b>6,805</b>
Total Portfolio Loans	\$	3,595,861
<b>NPL to Total Portfolio Loans (GAAP)</b>		<b>8.00%</b>
<b>Adjusted NPL to Total Portfolio Loans (Non-GAAP)</b>		<b>0.19%</b>

<b>Adjusted Allowance for Credit Losses ("ACL") to Total Portfolio Loans (Non-GAAP)</b>		<b>Quarter-to-Date Q3 2024</b>
<b>(Dollars in Thousands)</b>		
<b>Adjusted ACL (Non-GAAP)</b>		
Total ACL	\$	80,909
Less: Bank's Largest Lending Relationship Reserve		36,883
<b>Total ACL, excluding Bank's Largest Lending Relationship Reserve (Non-GAAP)</b>	<b>\$</b>	<b>44,026</b>
Total Portfolio Loans	\$	3,595,861
<b>ACL to Total Portfolio Loans (GAAP)</b>		<b>2.25%</b>
<b>Adjusted ACL to Total Portfolio Loans (Non-GAAP)</b>		<b>1.22%</b>