



PCB BANCORP

# Earnings Results

3Q23

October 25, 2023





# Forward-Looking Statement & Non-GAAP

## Forward-Looking Statement

This presentation contains forward-looking statements. These forward-looking statements represent plans, estimates, objectives, goals, guidelines, expectations, intentions, projections and statements of our beliefs concerning future events, business plans, objectives, expected operating results and the assumptions upon which those statements are based. Forward-looking statements include without limitation any statement that may predict, forecast, indicate or imply future results, performance or achievements, and are typically identified with words such as “may,” “could,” “should,” “will,” “would,” “believe,” “anticipate,” “estimate,” “expect,” “aim,” “intend,” “plan,” or words or phrases of similar meaning. We caution that the forward-looking statements are based largely on our expectations and are subject to a number of known and unknown risks and uncertainties that are subject to change based on factors which are, in many instances, beyond our control, including but not limited to the health of the national and local economies including the impact to the Company and its customers resulting from changes to, and the level of, inflation and interest rates; the Company’s ability to maintain and grow its deposit base; loan demand and continued portfolio performance; the impact of adverse developments at other banks, including bank failures, that impact general sentiment regarding the stability and liquidity of banks that could affect our financial performance and our stock price; changes to valuations of the Company’s assets and liabilities including the allowance for credit losses, earning assets, and intangible assets; changes to the availability of liquidity sources including borrowing lines and the ability to pledge or sell certain assets; the Company’s ability to attract and retain skilled employees; customers’ service expectations; cyber security risks; the Company’s ability to successfully deploy new technology; the success of acquisitions and branch expansion; operational risks including the ability to detect and prevent errors and fraud; the effectiveness of the Company’s enterprise risk management framework; costs related to litigation; changes in laws, rules, regulations, or interpretations to which the Company is subject; the effects of severe weather events, pandemics, other public health crises, acts of war or terrorism, and other external events on our business. These and other important factors are detailed in various securities law filings made periodically by the Company, copies of which are available without charge on the SEC’s website at [www.sec.gov](http://www.sec.gov) and the on the investor relations section of the Company’s website at [www.mypcbbank.com](http://www.mypcbbank.com). Actual results, performance or achievements could differ materially from those contemplated, expressed, or implied by the forward-looking statements. Any forward-looking statements presented herein are made only as of the date of this presentation, and we do not undertake any obligation to update or revise any forward-looking statements to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise, except as required by law.

## Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures. A non-GAAP financial measure is a numerical measure of the historical or future financial performance, financial position or cash flows that excludes amounts or is subject to adjustments that have the effect of excluding amounts that are included in the most directly comparable measure calculated and presented in accordance with GAAP. Reconciliations of non-GAAP measures to the most directly comparable GAAP measures are provided in the Non-GAAP Measures section of this presentation.

References to the “Company,” “we,” or “us” refer to PCB Bancorp and references to the “Bank” refer to the Company’s subsidiary, PCB Bank.



# Corporate Profile

## Market Information 10/23/23

Market Cap	\$213.6 million
Stock Price Per Share	\$14.97
52-Week Range	\$13.11 - \$20.03
Dividend Yield	4.81%
Dividend Payout Ratio (4Q22 – 3Q23)	28.57%
Outstanding Shares	14,266,216

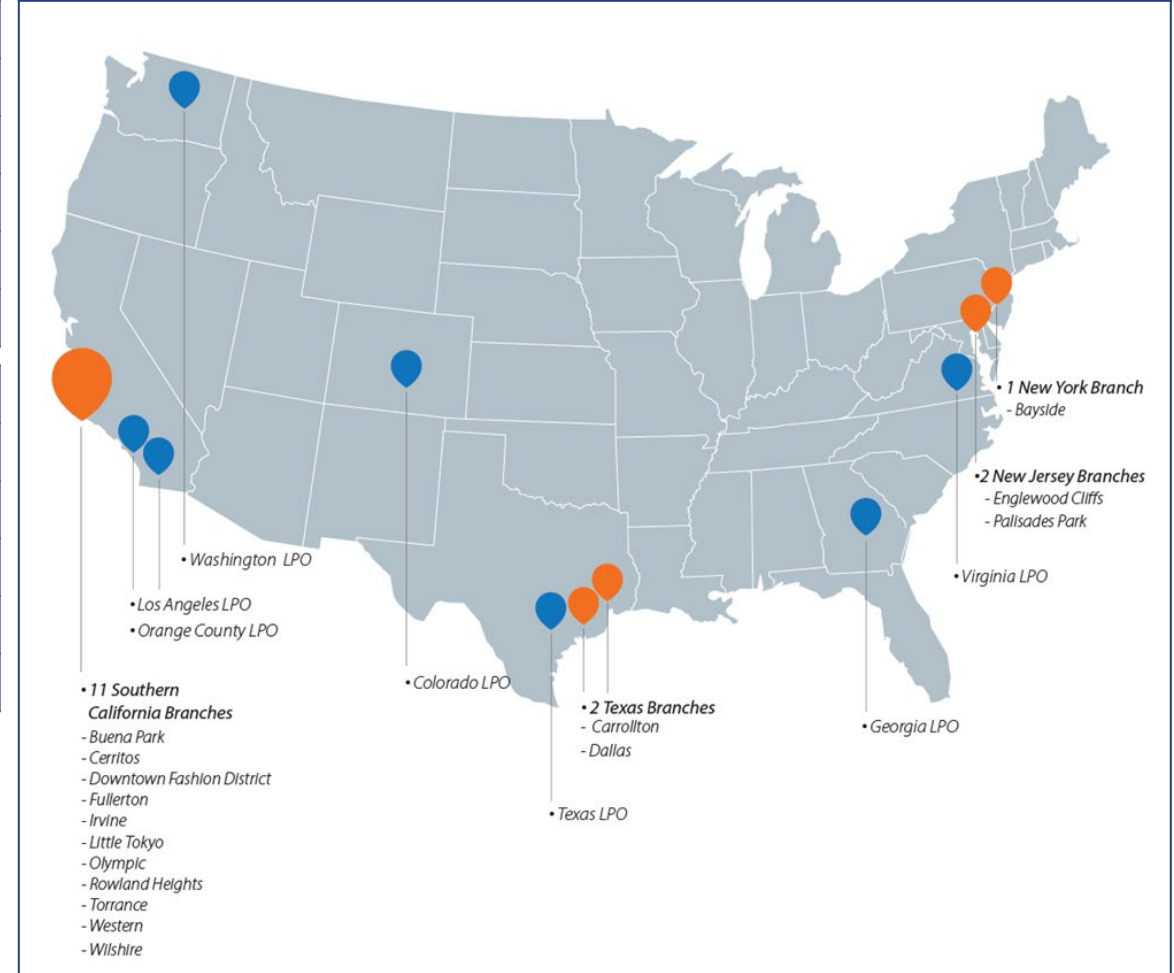
## Stock Information 3Q23 or 9/30/23

Diluted Earnings Per Share (“Diluted EPS”)	\$0.49
Cash Dividend Per Share	\$0.18
Book Value (“BV”) Per Share	\$23.87
Tangible Common Equity (“TCE”) Per Share <sup>(1)</sup>	\$19.05
Number of Repurchased Shares <sup>(2)</sup>	67,202

(1) Not presented in accordance with GAAP. See “Non-GAAP Measures” for reconciliation of these measures to their most comparable GAAP measures

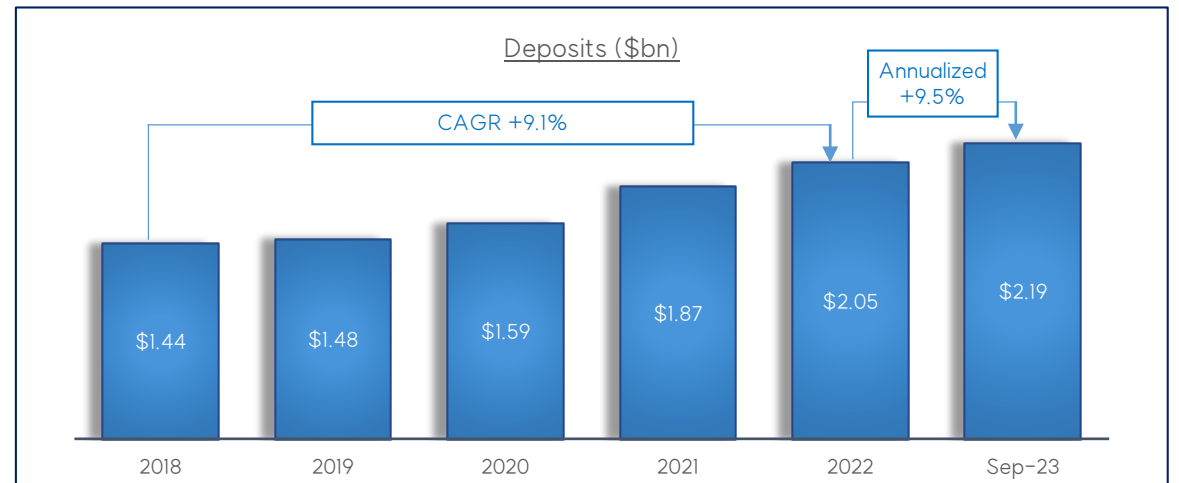
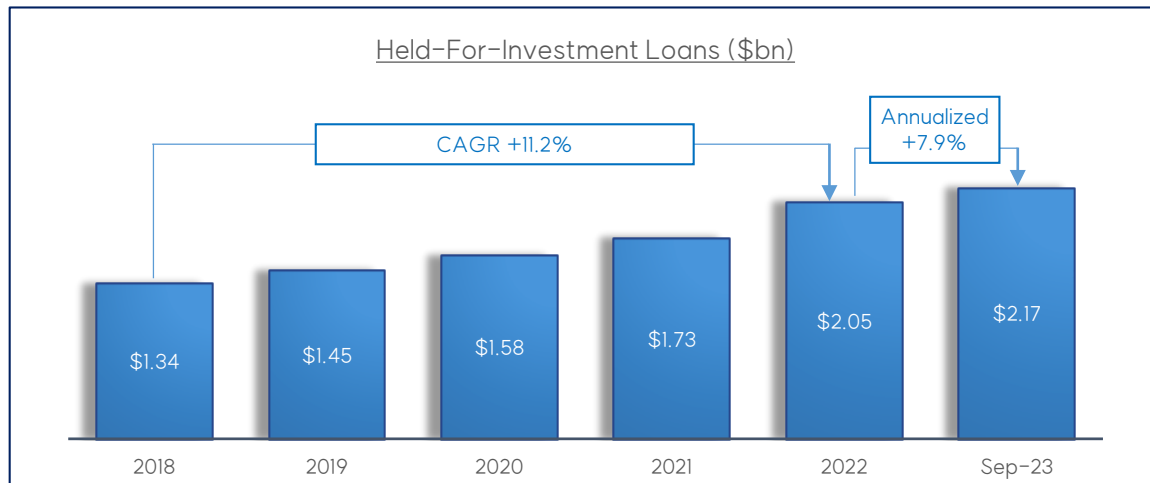
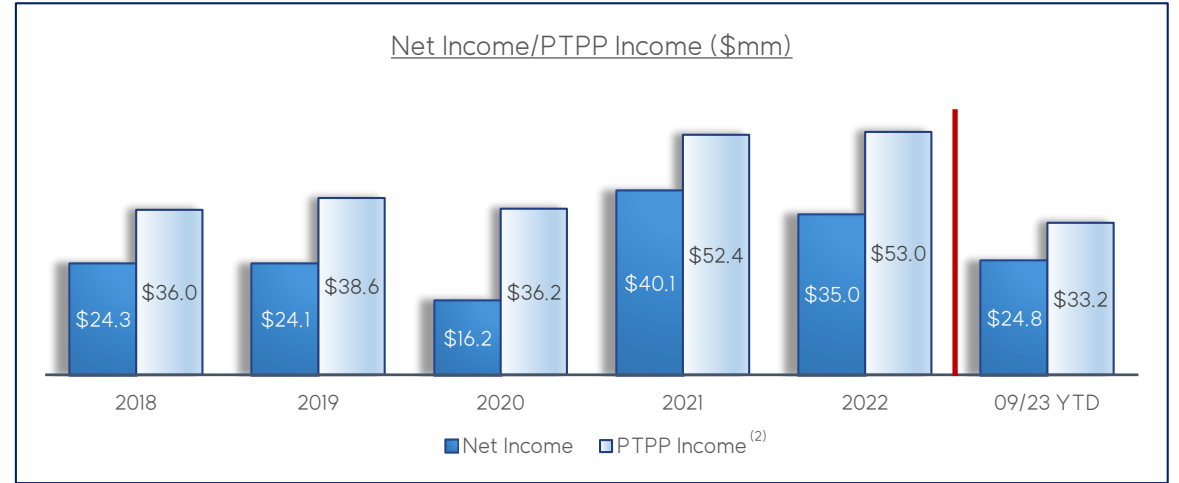
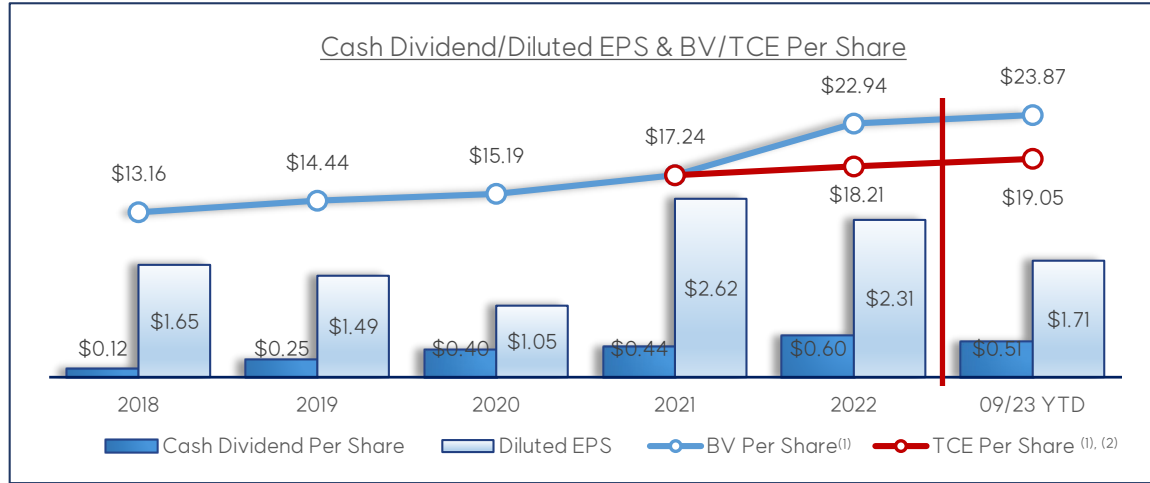
(2) Stock repurchase plan announced on 8/2/23

## PCB Footprint





# Historical Performance



(1) At period end

(2) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of these measures to their most comparable GAAP measures



# 3Q23 Highlights

## Operating Results

- Net income of \$7.0 million, or \$0.49 per diluted share
- Provision for credit losses of \$751 thousand
- ROAA of 1.09% & ROATCE <sup>(1)</sup> of 10.17%, net interest margin of 3.57%, and efficiency ratio of 56.9%

## Loans

- Loans held-for-investment (“HFI loans”) increased \$45.2 million, or 2.1%, to \$2.17 billion
- Loans held-for-sale (“HFS loans”) decreased \$6.4 million, or 48.8%, to \$6.7 million
- Average loan yield was 6.43% compared to 6.30% for 2Q23
- Total loans to deposits ratio was 99.2%
- Quarterly loan production was \$157.8 million compared to \$123.3 million for 2Q23

## Asset Quality

- ACL for loans was \$25.6 million, or 1.18% to HFI loans
- Past due loans were \$708 thousand, or 0.03% to HFI loans, and NPLs were \$3.7 million, or 0.17% to HFI loans

## Deposits

- Total deposits increased \$3.9 million, or 0.2%, to \$2.19 billion
- Core deposits<sup>(1)</sup> were \$1.48 billion, or 67.4% of total deposits
- Non-interest bearing deposits were \$611.0 million, or 27.9% of total deposits
- Uninsured deposits were \$983.9 million, or 44.9% of total deposits
- Cost of average interest-bearing deposits and total deposits were 4.17% and 2.97%, respectively

## Capital & Liquidity

- Declared and paid quarterly cash dividend of \$0.18 per share
- TBV per share increased to \$19.05
- Total cash and available borrowing capacity covers 141.0% of uninsured deposits compared to 75.1% at 12/31/22

(1) Not presented in accordance with GAAP. See “Non-GAAP Measures” for reconciliation to most comparable GAAP measures



# Selected Financial

(\$ in Thousands, Except Per Share Data)	As of or For the Three Months Ended			Compared to 6/30/23		Compared to 9/30/22	
	9/30/23	6/30/23	9/30/22	Amount	Percentage	Amount	Percentage
<b>Income Statement Summary:</b>							
Interest Income	\$ 38,852	\$ 36,838	\$ 26,835	\$ 2,014	5.5%	\$ 12,017	44.8%
Interest Expense	16,403	15,121	2,812	1,282	8.5%	13,591	483.3%
Net Interest Income	22,449	21,717	24,023	732	3.4%	(1,574)	-6.6%
Noninterest Income	2,502	2,657	3,176	(155)	-5.8%	(674)	-21.2%
Noninterest Expense	14,207	13,627	13,695	580	4.3%	512	3.7%
Provision (Reversal) for Credit Losses <sup>(1)</sup>	751	197	3,753	554	281.2%	(3,002)	-80.0%
Pretax Income	9,993	10,550	9,751	(557)	-5.3%	242	2.5%
Income Tax Expense	2,970	3,073	2,798	(103)	-3.4%	172	6.1%
Net Income	7,023	7,477	6,953	(454)	-6.1%	70	1.0%
Diluted Earnings Per Share	\$ 0.49	\$ 0.52	\$ 0.46	\$ (0.03)	-5.8%	\$ 0.03	6.5%
<b>Selected Balance Sheet Items:</b>							
HFI loans	\$ 2,167,605	\$ 2,122,427	\$ 1,959,237	\$ 45,178	2.1%	\$ 208,368	10.6%
HFS loans	6,693	13,065	18,982	(6,372)	-48.8%	(12,289)	-64.7%
Total Deposits	2,192,129	2,188,232	1,978,098	3,897	0.2%	214,031	10.8%
Total Assets	2,567,974	2,556,345	2,327,051	11,629	0.5%	240,923	10.4%
Shareholders' Equity	341,852	340,411	332,719	1,441	0.4%	9,133	2.7%
TCE <sup>(2)</sup>	272,711	271,270	263,578	1,441	0.5%	9,133	3.5%
<b>Key Metrics:</b>							
Book Value Per Share	\$ 23.87	\$ 23.77	\$ 22.40	\$ 0.10	0.4%	\$ 1.47	6.6%
TCE Per Share <sup>(2)</sup>	\$ 19.05	\$ 18.94	\$ 17.75	\$ 0.11	0.6%	\$ 1.30	7.3%
Return on Average Assets ("ROAA") <sup>(3)</sup>	1.09%	1.19%	1.19%	-0.10%		-0.10%	
Return on Average Equity ("ROAE") <sup>(3)</sup>	8.12%	8.82%	8.16%	-0.70%		-0.04%	
Return on Average TCE ("ROATCE") <sup>(2), (3)</sup>	10.17%	11.08%	10.25%	-0.91%		-0.08%	
Net Interest Margin <sup>(3)</sup>	3.57%	3.55%	4.25%	0.02%		-0.68%	
Efficiency Ratio <sup>(4)</sup>	56.94%	55.91%	50.35%	1.03%		6.59%	

(1) Provision (reversal) for credit losses and ACL for reporting periods beginning with 1/1/23 are presented under ASC 326, while prior period comparisons continue to be presented under legacy ASC 450 and ASC 310

(2) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of these measures to their most comparable GAAP measures

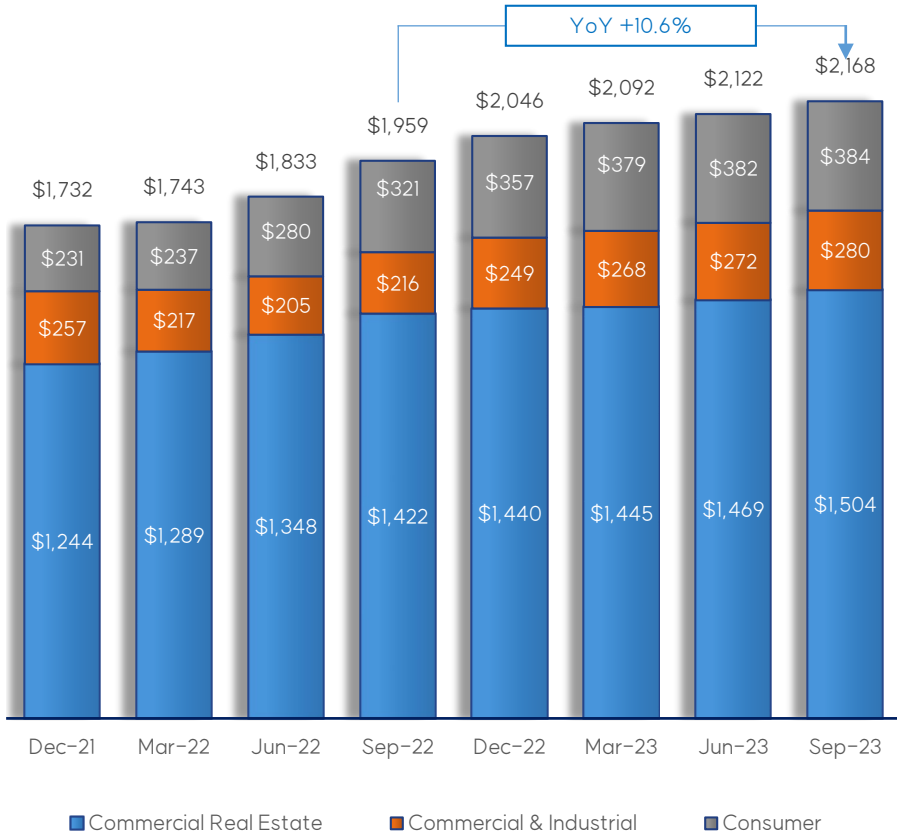
(3) Annualized

(4) Calculated by dividing noninterest expense by the sum of net interest income and noninterest income

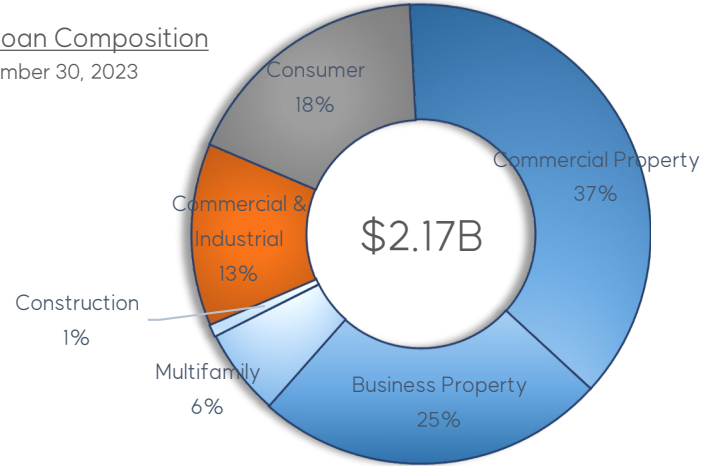


# Loan Overview

HFI Loan Trend (\$mm)



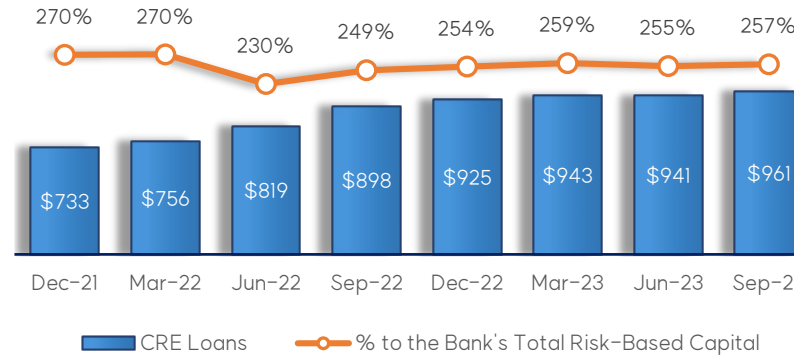
HFI Loan Composition  
September 30, 2023



### 3Q23 Highlights

- HFI loans Increased \$45.2 million, or 2.1%, to \$2.17 billion
- CRE loans increased \$35.2MM (2.4%), C&I loans increased \$7.3MM (2.7%) & residential mortgage loans increased \$3.7MM (1.0%)

Commercial Real Estate<sup>(1)</sup> Loan Trend (\$mm)

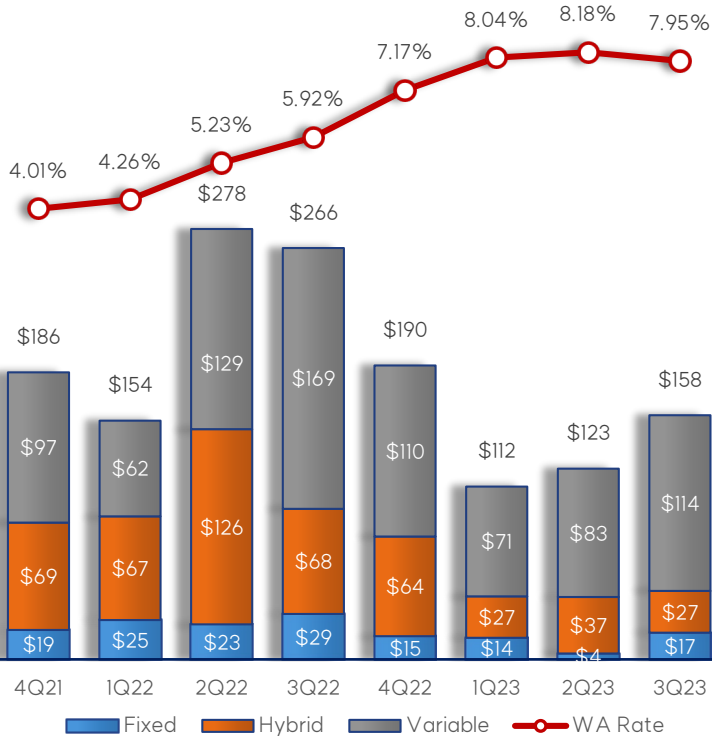


(1) Per regulatory definition in the Commercial Real Estate ("CRE") Concentration Guidance



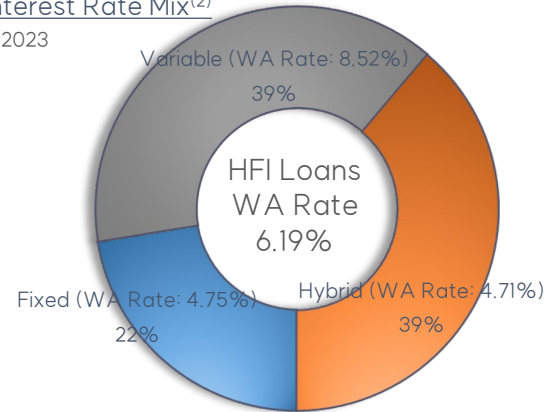
# Loan Production & Rate/Yield Analysis

New Production<sup>(1),(2)</sup> by Rate Type (\$mm)

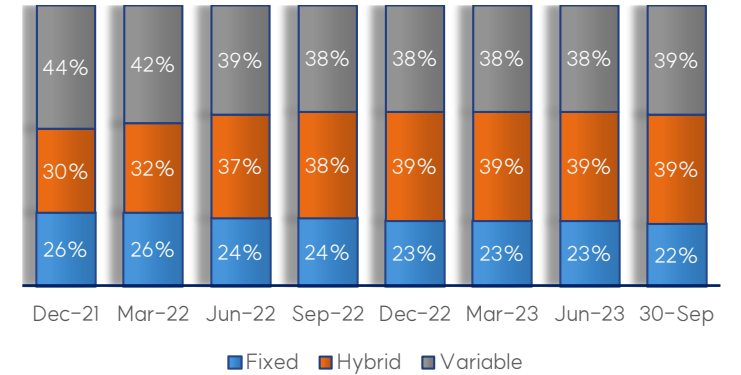


HFI Loans Interest Rate Mix<sup>(2)</sup>

September 30, 2023



HFI Loans Interest Rate Mix Trend<sup>(2)</sup>



- (1) Total commitment basis
- (2) Excluding SBA PPP loans
- (3) Include both HFI and HFS loans
- (4) Annualized

## Repricing Schedule (9/30/23)

(\$ in thousands)

	HFI Loans		HFS Loans		Total Loans	
	Carrying Value	WA Rate	Carrying Value	WA Rate	Carrying Value	WA Rate
Less Than 3 Months	\$ 739,014	8.87%	\$ 6,693	9.88%	\$ 745,707	8.88%
3 to 12 Months	127,718	5.22%	0		127,718	5.22%
1 to 3 Years	520,374	4.32%	0		520,374	4.32%
3 to 5 Years	674,368	5.09%	0		674,368	5.09%
More than 5 Years	106,131	4.89%	0		106,131	4.89%
<b>Total</b>	<b>\$ 2,167,605</b>	<b>6.19%</b>	<b>\$ 6,693</b>	<b>9.88%</b>	<b>\$ 2,174,298</b>	<b>6.20%</b>

## Loan Yield Analysis

(\$ in thousands)

### Average Carrying Value

Interest on Loans	\$ 33,650	6.25%	\$ 95,995	6.10%
Fee (Cost)	187	0.03%	488	0.03%
Prepayment Penalty & Late Charges	39	0.01%	160	0.01%
Discount (Premium)	775	0.14%	2,197	0.14%
<b>Total Interest &amp; Fees</b>	<b>\$ 34,651</b>	<b>6.43%</b>	<b>\$ 98,840</b>	<b>6.29%</b>

	3Q23		09/23 YTD	
	Amount <sup>(3)</sup>	Yield <sup>(4)</sup>	Amount <sup>(3)</sup>	Yield <sup>(4)</sup>
Average Carrying Value	\$ 2,137,184		\$ 2,102,600	
Interest on Loans	\$ 33,650	6.25%	\$ 95,995	6.10%
Fee (Cost)	187	0.03%	488	0.03%
Prepayment Penalty & Late Charges	39	0.01%	160	0.01%
Discount (Premium)	775	0.14%	2,197	0.14%
<b>Total Interest &amp; Fees</b>	<b>\$ 34,651</b>	<b>6.43%</b>	<b>\$ 98,840</b>	<b>6.29%</b>



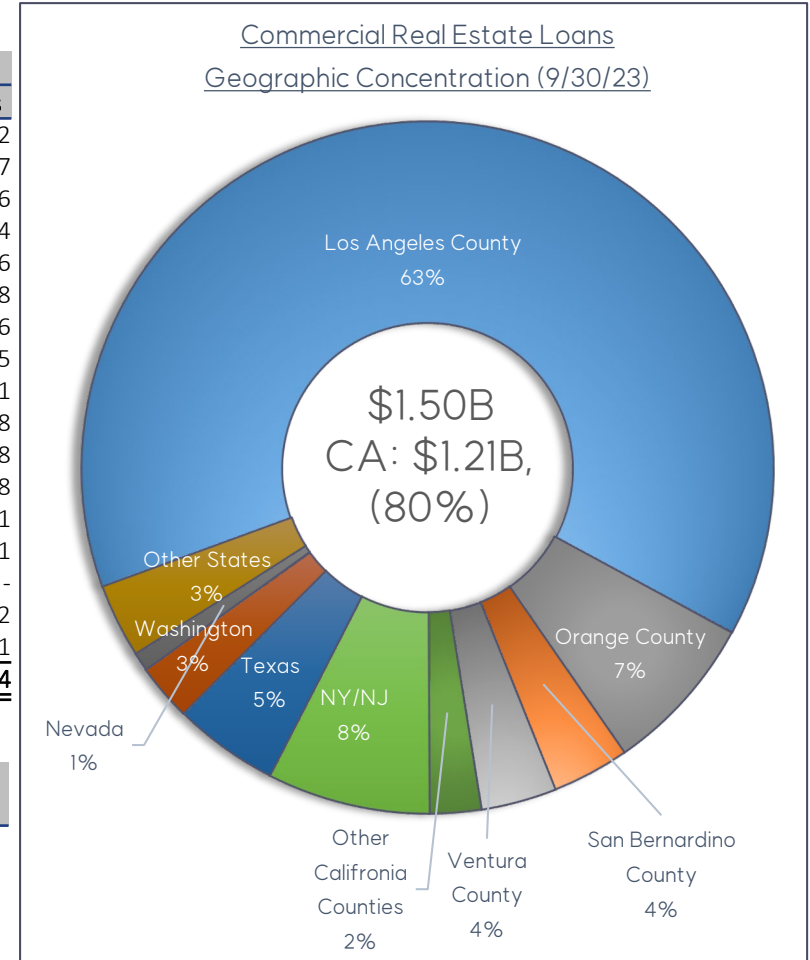
# Loan Concentration

## Commercial Real Estate Loans by Property Type (9/30/23)

(\$ in thousands)	Carrying Value	% to Total	Count	WA LTV <sup>(1)</sup>	WA Rate	Maturing			
						<= 1 Year	2-3 Years	3-5 Years	> 5 Years
Retail (More than 50%)	\$ 325,238	21.6%	296	48.1%	5.98%	\$ 32,496	\$ 101,449	\$ 77,551	\$ 113,742
Industrial	270,541	18.0%	163	49.8%	5.92%	63,640	45,325	80,820	80,757
Mixed Use	161,469	10.7%	145	45.7%	5.72%	27,249	39,788	62,746	31,686
Apartments	112,803	7.5%	53	53.0%	4.88%	6,467	16,783	56,989	32,564
Hotel & Motel	106,738	7.1%	108	49.8%	7.17%	10,777	5,282	37,423	53,256
Gas Station	102,736	6.8%	120	55.2%	6.58%	6,512	6,957	24,999	64,268
Office	90,692	6.0%	52	53.8%	5.73%	5,241	12,922	40,653	31,876
Medical	56,818	3.8%	29	41.3%	7.56%	11,991	5,894	29,118	9,815
Auto (Sales, Repair & etc.)	38,610	2.6%	33	54.1%	5.43%	3,069	8,322	21,738	5,481
Car Wash	36,776	2.4%	31	50.6%	5.93%	1,472	16,897	2,989	15,418
Commercial Condominium	34,041	2.3%	41	47.8%	5.97%	5,159	6,281	7,903	14,698
Golf Course	31,072	2.1%	7	49.0%	4.68%	1,732	17,961	10,921	458
Spa, Sauna, & Other Selfcare	29,669	2.0%	9	50.4%	5.02%	0	13,444	9,364	6,861
Wholesale	21,655	1.4%	16	43.1%	5.72%	4,068	4,115	3,931	9,541
Construction	19,246	1.3%	8	50.6%	9.51%	19,246	-	-	-
Church	10,664	0.7%	15	33.1%	5.11%	969	1,965	4,318	3,412
Others	54,934	3.7%	75	53.5%	6.30%	10,106	11,767	15,840	17,221
<b>Total</b>	<b>\$ 1,503,702</b>	<b>100.0%</b>	<b>1,201</b>	<b>49.5%</b>	<b>6.01%</b>	<b>\$ 210,194</b>	<b>\$ 315,152</b>	<b>\$ 487,303</b>	<b>\$ 491,054</b>

## Residential Mortgage Loans (9/30/23)

(\$ in thousands)	Carrying Value	WA LTV <sup>(1)</sup>	WA FICO
Residential Mortgage	\$ 363,369	59.5%	760



(1) Collateral value at origination

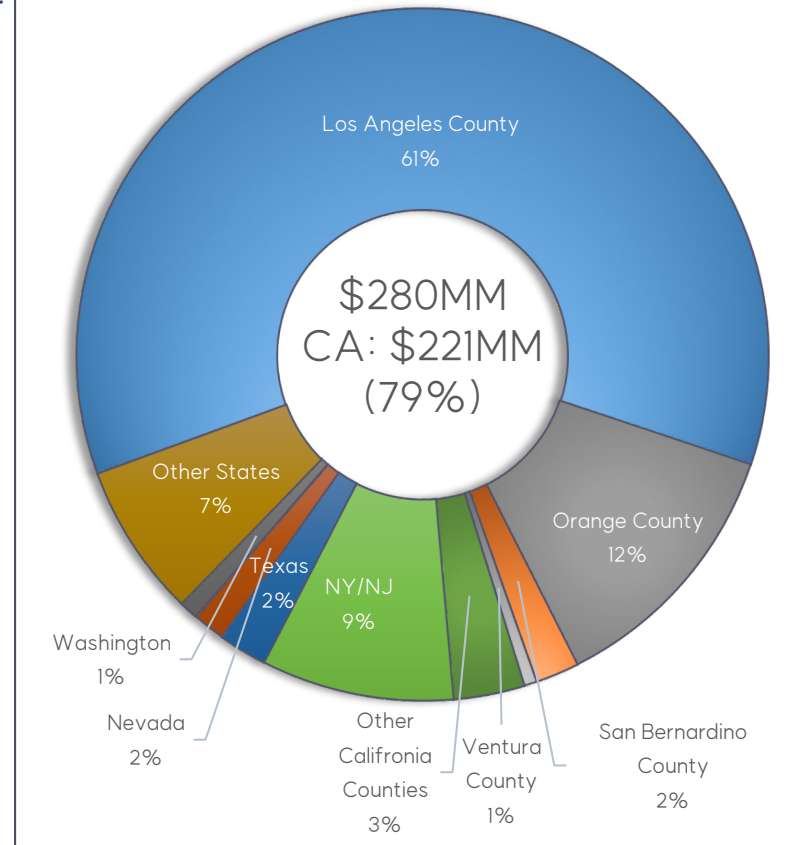


# Loan Concentration

## Commercial & Industrial Loans by Industry Type (9/30/23)

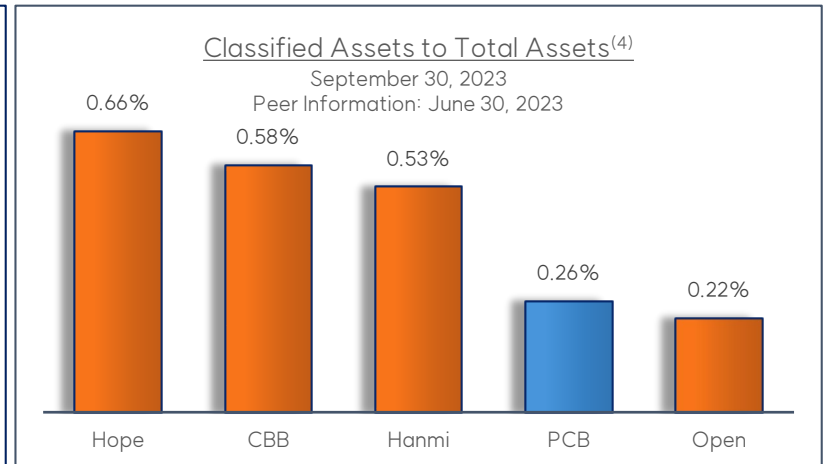
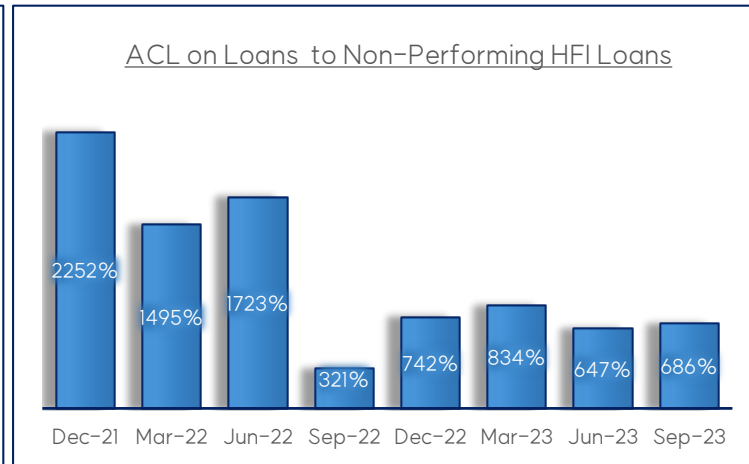
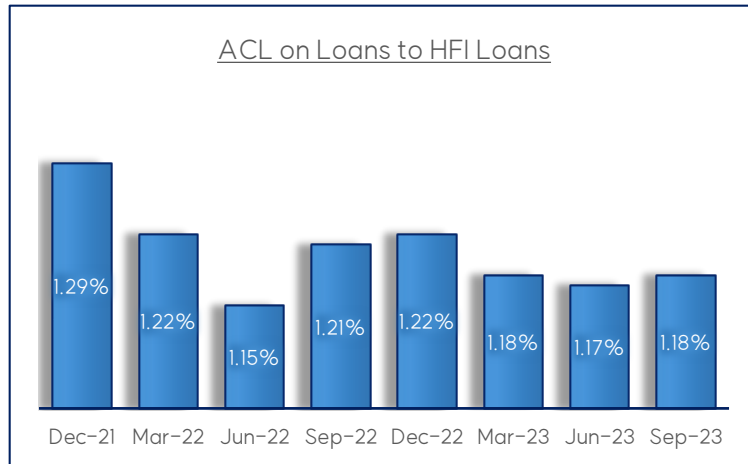
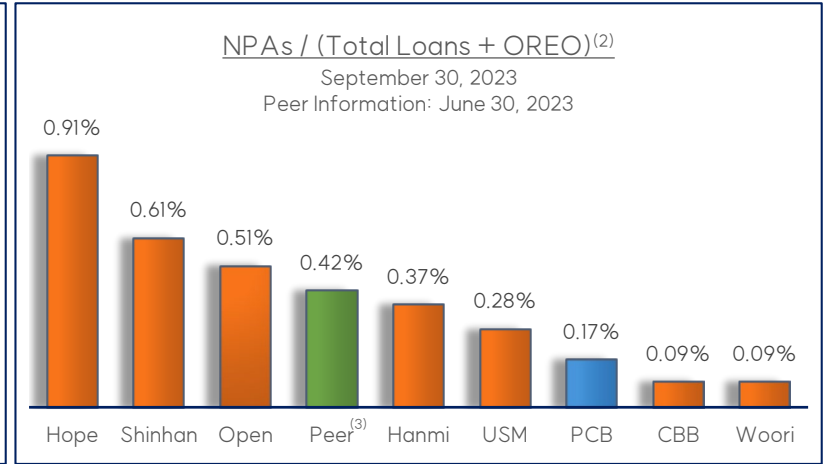
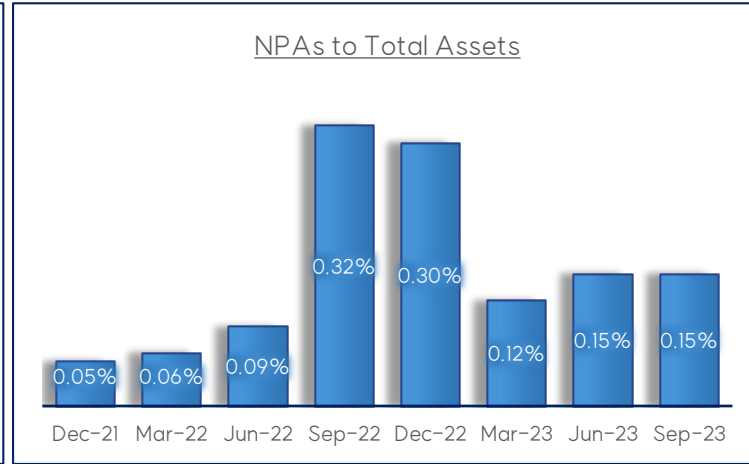
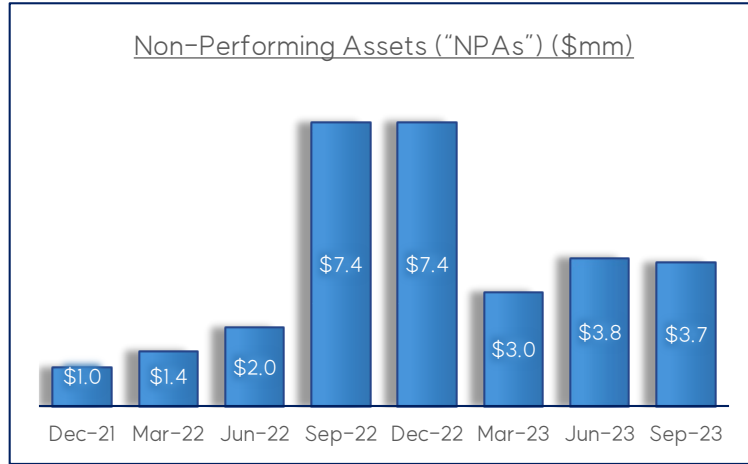
(\$ in thousands)	Carrying Value	% to Total	WA Rate	WA Month to Maturity
Finance and Insurance	\$ 89,905	32.2%	7.98%	5
General Manufacturing & Wholesale Trade	53,059	19.0%	8.78%	19
Real Estate Related	33,375	11.9%	7.82%	18
Retail Trade	31,470	11.3%	9.30%	58
Food Services	31,246	11.2%	9.20%	68
Professional, Scientific, & Technical Services	14,308	5.1%	9.01%	14
Entertainment & Recreation	9,500	3.4%	7.30%	37
Health Care & Social Assistance	4,246	1.5%	9.16%	27
Other Services	3,910	1.4%	8.34%	43
Transportation & Warehousing	3,750	1.3%	8.62%	13
All Other	4,839	1.7%	7.79%	54
<b>Total</b>	<b>\$ 279,608</b>	<b>100.0%</b>	<b>8.46%</b>	<b>25</b>

## Commercial & Industrial Loans Geographic Concentration (9/30/23)



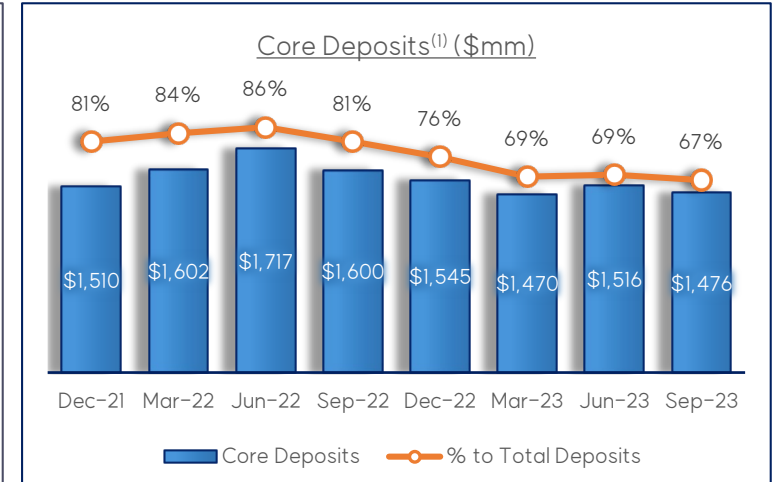
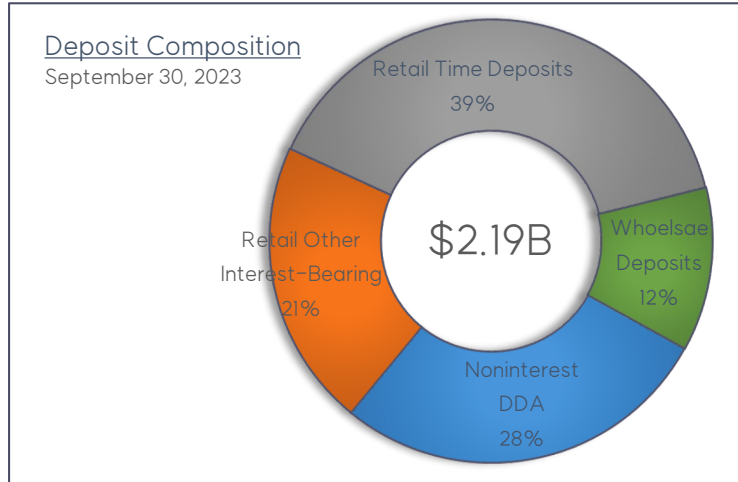
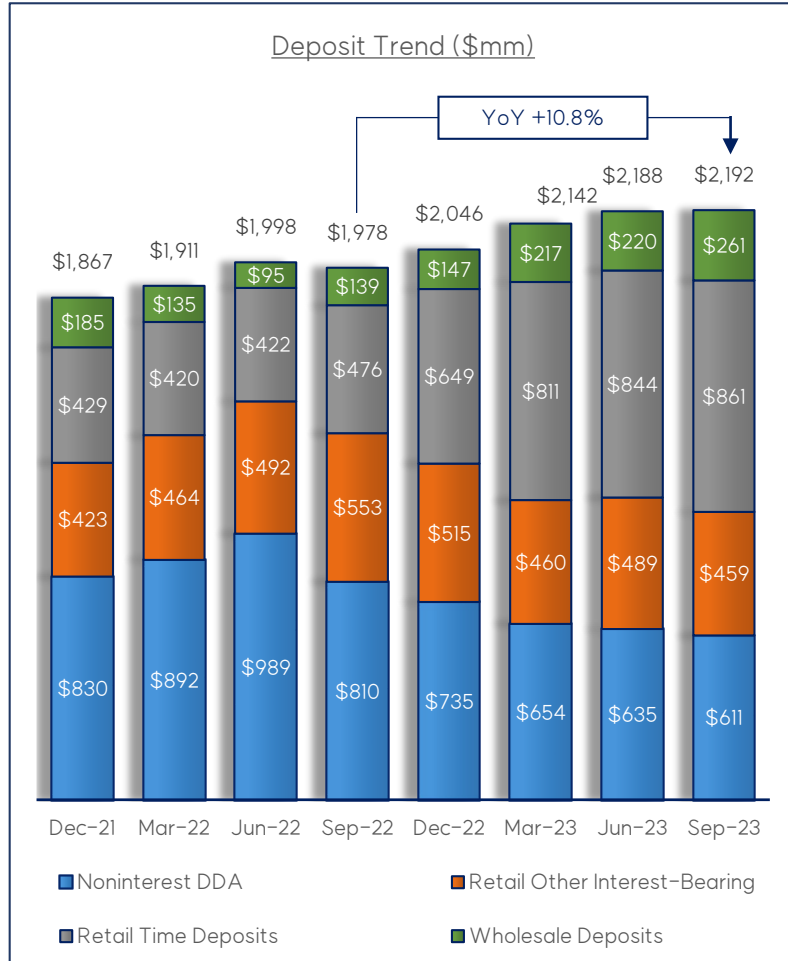


# Credit Quality & Peer<sup>(1)</sup> Comparison



(1) Korean-American banks operating in Southern California  
 (2) Source: UBPR  
 (3) PCB Bank's Peer Group per UBPR  
 (4) Source: press releases concerning financial performance

# Deposits



### Time Deposit Maturity Schedule (9/30/23)

(\$ in thousands)

	Retail		Wholesale		Total	
	Amount	WA Rate	Amount	WA Rate	Amount	WA Rate
Less Than 3 Months	\$ 311,941	4.23%	\$ 137,516	4.91%	\$ 449,457	4.44%
3 to 6 Months	328,833	4.51%	68,970	5.26%	397,803	4.64%
6 to 9 Months	128,756	4.56%	16,821	5.29%	145,577	4.64%
9 to 12 Months	86,193	4.57%	37,950	5.35%	124,143	4.81%
More than 12 Months	5,090	3.15%	0		5,090	3.15%
<b>Total</b>	<b>\$ 860,813</b>	<b>4.41%</b>	<b>\$ 261,257</b>	<b>5.09%</b>	<b>\$ 1,122,070</b>	<b>4.57%</b>

### 3Q23 Highlights

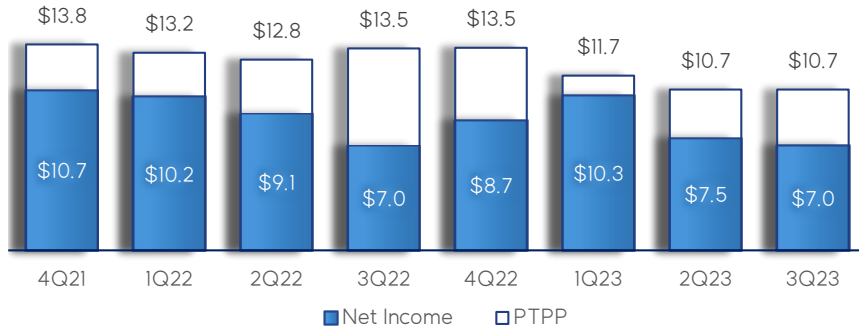
- Total deposits increased \$3.9MM (0.2%) but retail deposits decreased \$37.2MM (1.9%)
- Uninsured deposits were \$983.9MM (44.9% of total deposits) compared to \$1.03B (47.3% of total deposits) at 6/30/23

(1) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of this measure to its most comparable GAAP measure.

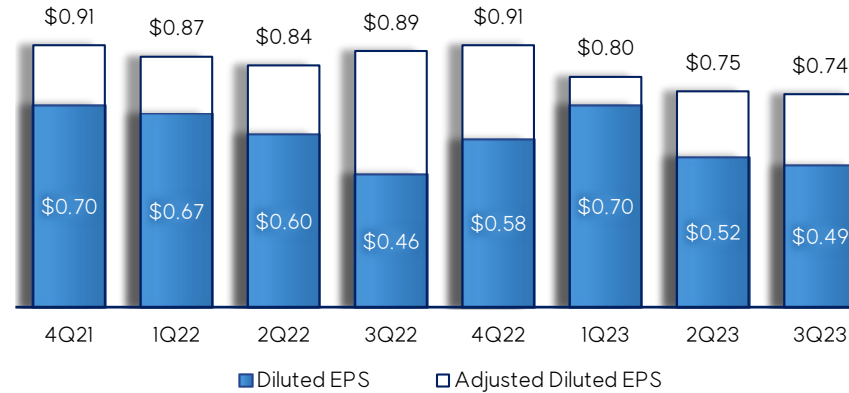


# Profitability

Net Income & PTPP<sup>(1)</sup> Income (\$mm)



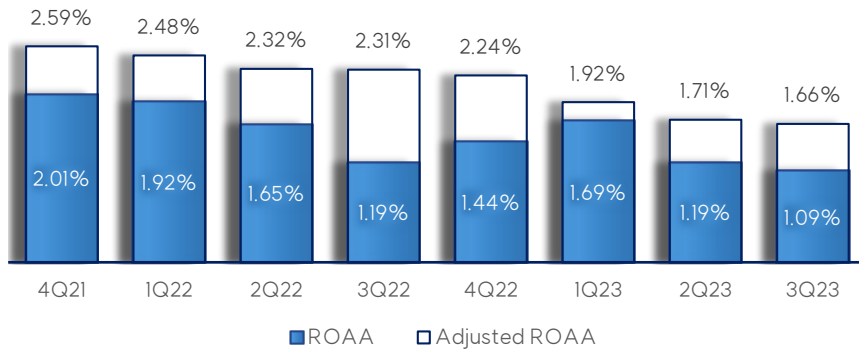
Diluted EPS & Adjusted Diluted EPS<sup>(1)</sup>



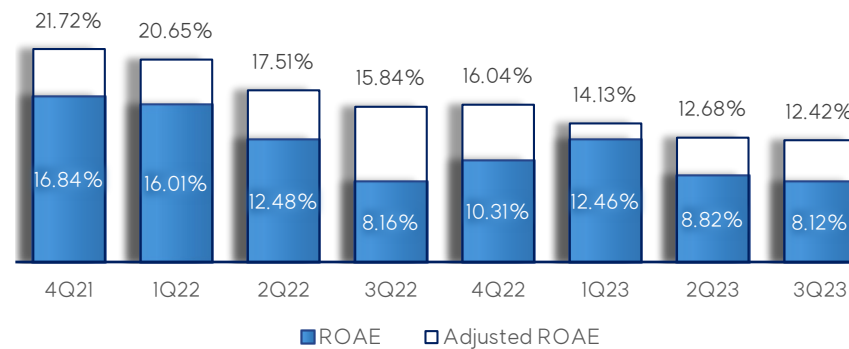
### 3Q23 Highlights

- Noninterest expense increased \$580K and noninterest income decreased \$155K, while net interest income increased \$732K.

ROAA & Adjusted ROAA<sup>(1)</sup>



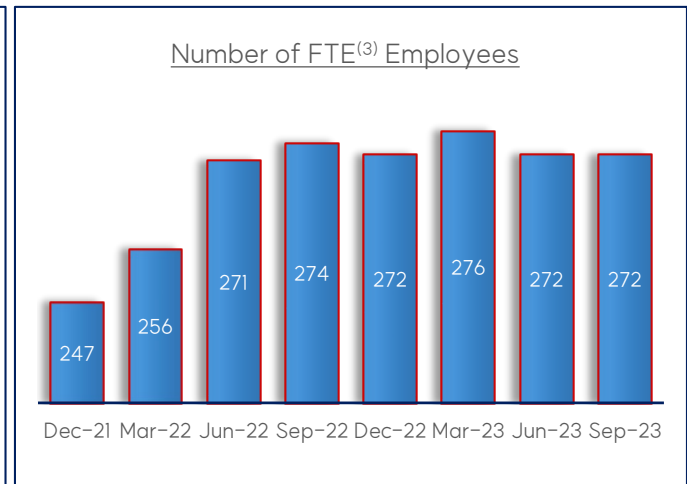
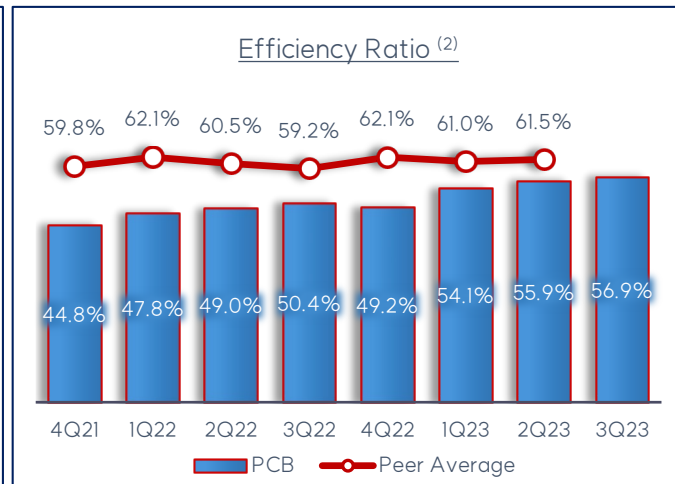
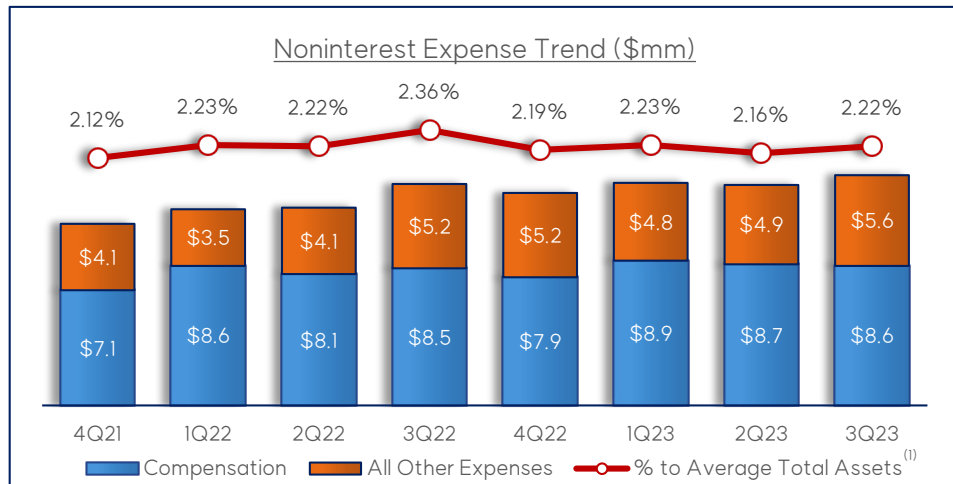
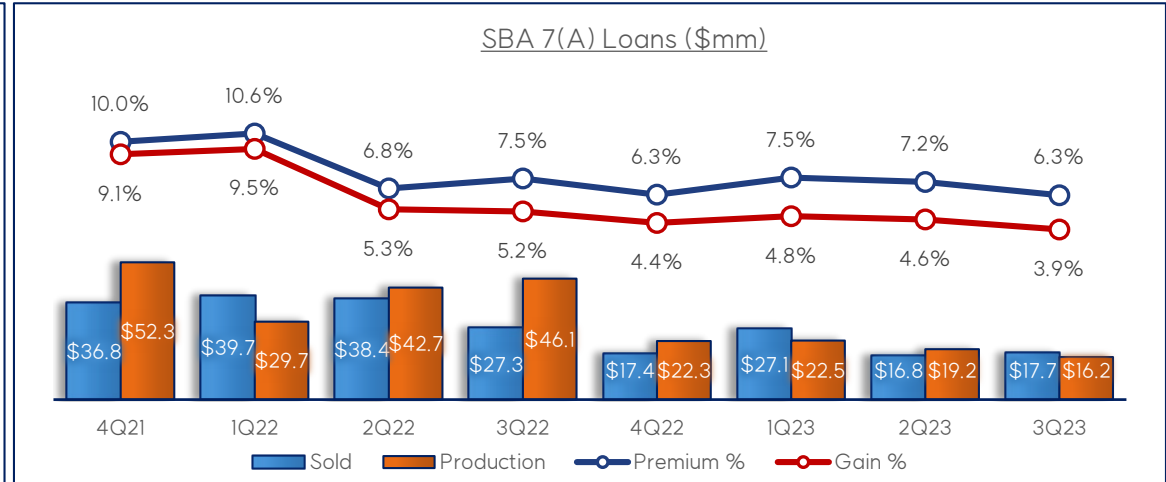
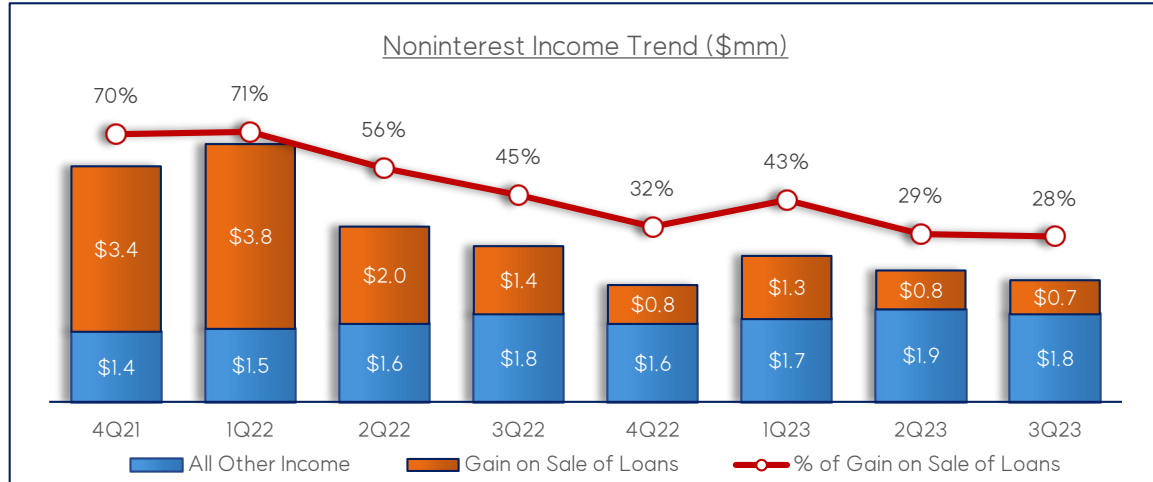
ROAE & Adjusted ROAE<sup>(1)</sup>



(1) PTPP (Pre-Tax Pre-Provision) income, and adjusted EPS, ROAA and ROAE for PTPP are not presented in accordance with GAAP. See "Non-GAAP measure" for reconciliations of these measures to their most comparable GAAP measures.



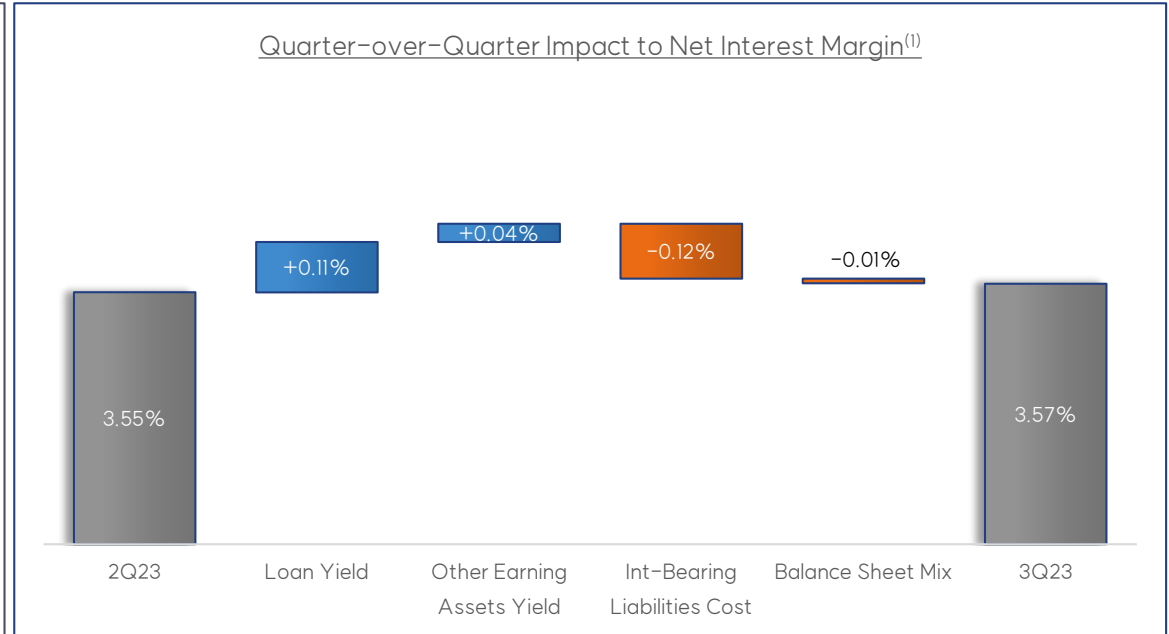
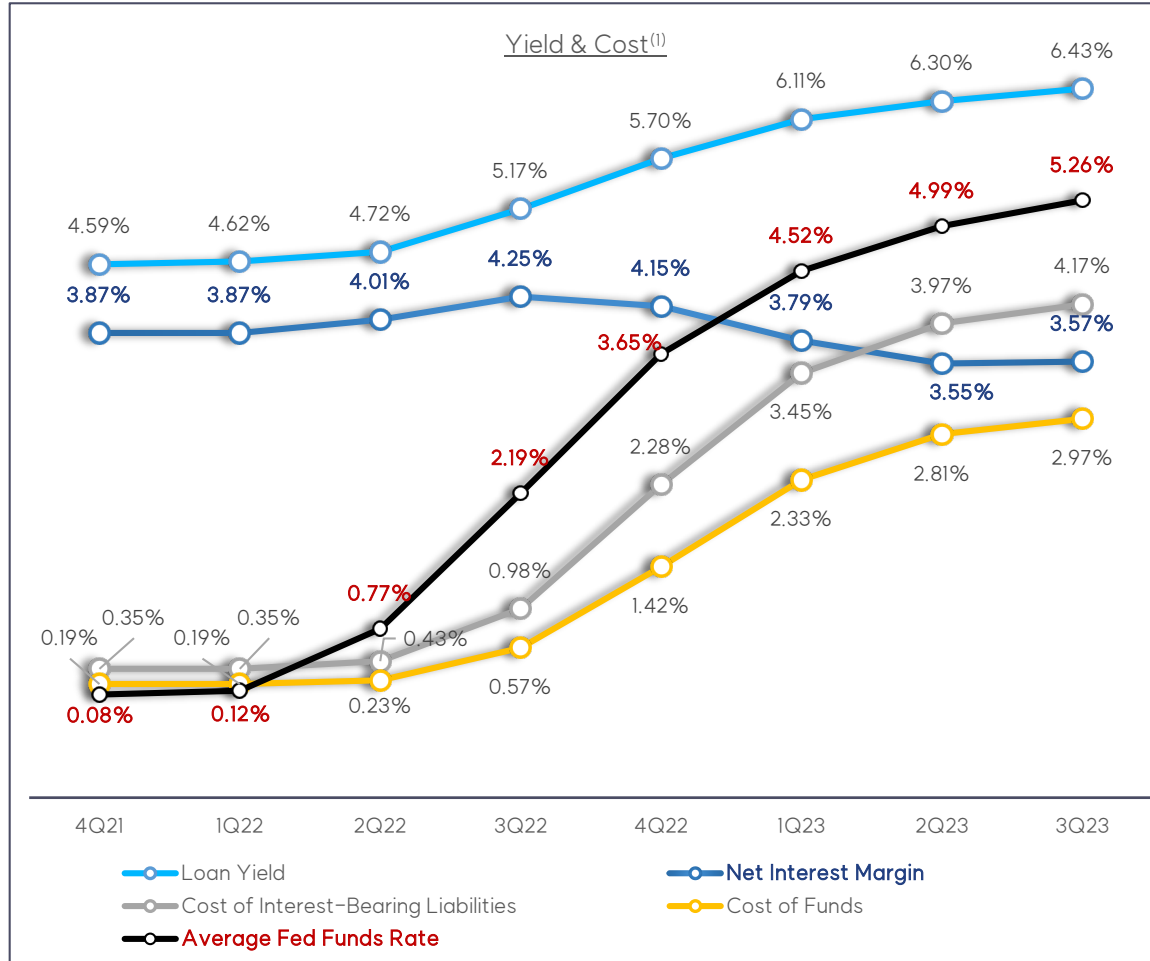
# Noninterest Income & Expense



(1) Annualized  
 (2) Calculated by dividing noninterest expense by the sum of net interest income and noninterest income. Peer average data from UBPR  
 (3) Full-time equivalent



# Net Interest Margin



### 3Q23 Highlights

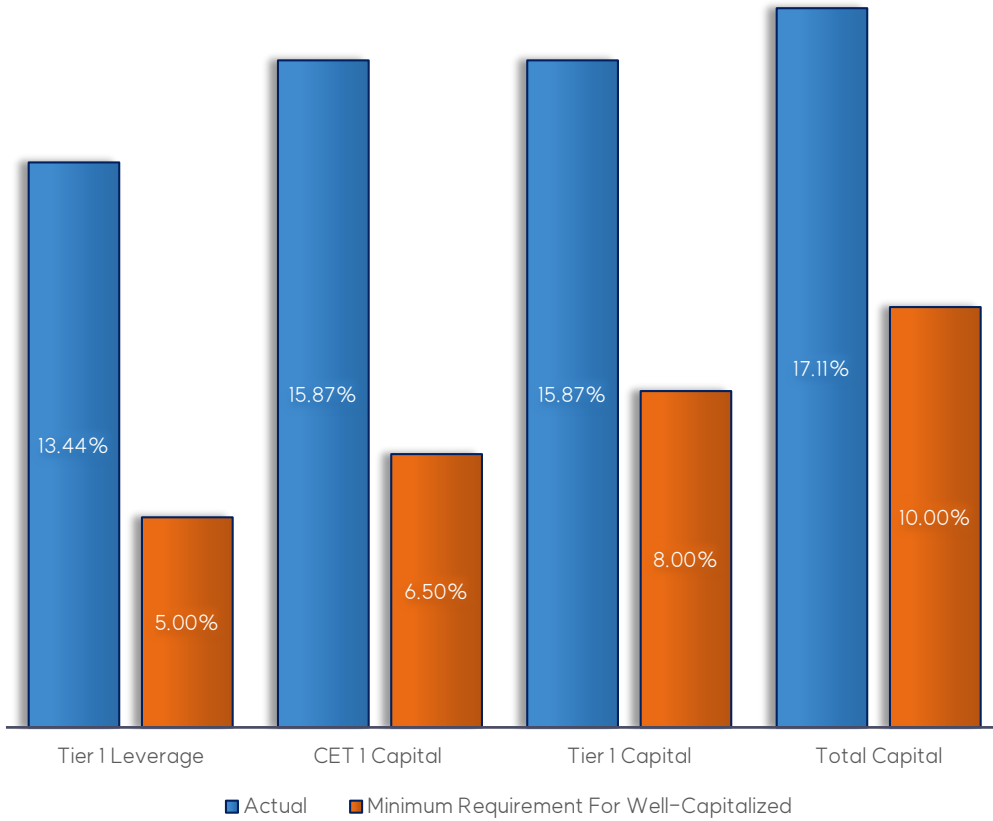
- Net interest income increased \$732K to \$22.4MM from \$ 21.7MM for 2Q23.
- Net interest margin increased to 3.57% from 3.55% for 2Q23 mainly due to an increase in yield on average interest-earning assets, partially offset by an increase in cost of average interest-bearing liabilities.

(1) Annualized

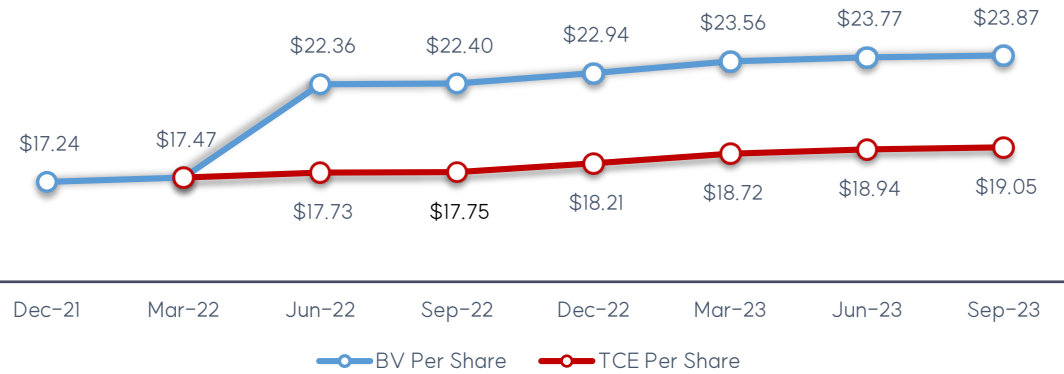


# Capital

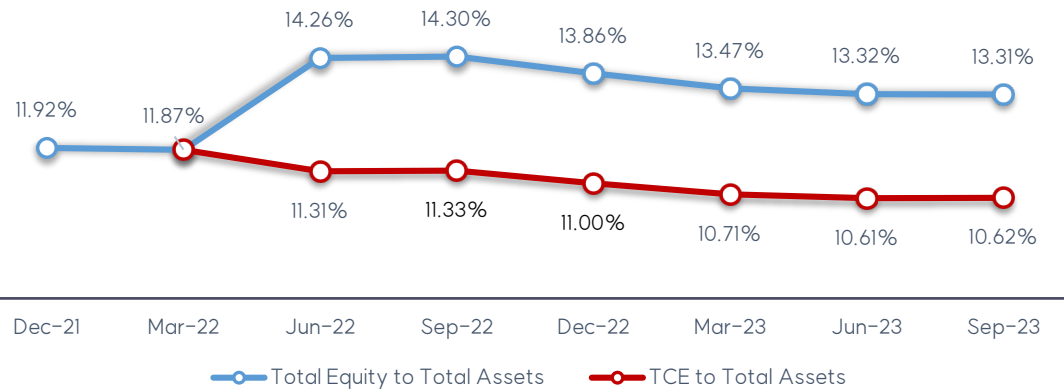
Bank Regulatory Capital Ratios  
September 30, 2023



Book Value/TCE<sup>(1)</sup> Per Share



Total Equity/TCE<sup>(1)</sup> to Total Assets



(1) Not presented in accordance with GAAP. See "Non-GAAP Measures" for reconciliation of this measure to its most comparable GAAP measure.



# Non-GAAP Measures

To supplement the financial information presented in accordance with GAAP, we use certain non-GAAP financial measures. Management believes the non-GAAP measures enhance investors' understanding of the Company's business and performance. These measures are also useful in understanding performance trends and facilitate comparisons with the performance of other financial institutions. Risks associated with non-GAAP measures are the risk that persons might disagree as to the appropriateness of items comprising these measures and that different companies might calculate these measures differently. In the information below, we provide reconciliations of the non-GAAP financial measures used in this presentation to the most direct comparable GAAP measures.

## Core Deposits

Core Deposits are a non-GAAP measure that we use to measure the portion of our total deposits that are thought to be more stable, lower cost and reprice less frequently on average in a rising rate environment. We calculate core deposits as total deposits less time deposits greater than \$250,000 and brokered deposits. Management tracks its core deposits because management believes it is a useful measure to help assess the Company's deposit base and, among other things, potential volatility therein.

## ROATCE, TCE Per Share and TCE to Total Assets

ROATCE, TCE per share and TCE to total assets measures that we use to measure the Company's performance. We calculated TCE as total shareholders' equity excluding preferred stock. Management believes the non-GAAP measures provide useful supplemental information, and a clearer understanding of the Company's performance.

## PTPP Income, and Adjusted ROAA, ROAE and Diluted EPS for PTPP

PTPP income, and adjusted ROAA, ROAE and Diluted EPS are non-GAAP measures that we use to measure the Company's performance and believe these presentations provide useful supplemental information, and a clearer understanding of the Company's performance. We calculated PTPP income as net income excluding income tax provision and provision for loan losses.



# Non-GAAP Measures

The following table reconciles core deposits to its most comparable GAAP measure:

(\$ in thousands)		Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23
Total Deposits	(d)	\$ 1,867,134	\$ 1,910,379	\$ 1,997,607	\$ 1,978,098	\$ 2,045,983	\$ 2,141,689	\$ 2,188,231	\$ 2,192,1291
Less: Time Deposits Greater Than \$250K		(272,269)	(273,844)	(246,024)	(299,271)	(413,876)	(514,464)	(511,590)	(514,406)
Less: Brokered Deposits		(85,001)	(35,001)	(35,001)	(79,131)	(87,031)	(157,020)	(160,149)	(201,258)
Core Deposits	(e)	\$ 1,509,864	\$ 1,601,534	\$ 1,716,582	\$ 1,599,696	\$ 1,545,076	\$ 1,470,205	\$ 1,516,492	\$ 1,476,465
Core Deposits to Total Deposits	(e)/(d)	80.9%	83.8%	85.9%	80.9%	75.5%	68.6%	69.3%	67.4%

The following table reconciles ROATCE to its most comparable GAAP measure:

(\$ in thousands)		4Q21	1Q22	2Q22	3Q22	4Q22	Q123	Q223	Q323
Average Total Shareholders' Equity	(a)	\$ 251,477	\$ 259,367	\$ 292,135	\$ 338,248	\$ 334,832	\$ 335,169	\$ 339,869	\$ 343,144
Less: Average Preferred Stock		0	0	28,872	69,141	69,141	69,141	69,141	69,141
Average TCE (Non-GAAP)	(b)	\$ 251,477	\$ 259,367	\$ 263,263	\$ 269,107	\$ 265,691	\$ 266,028	\$ 270,728	\$ 274,003
Net Income	(c)	\$ 10,676	\$ 10,240	\$ 9,092	\$ 6,953	\$ 8,702	\$ 10,297	\$ 7,477	\$ 7,023
ROAE <sup>(1)</sup>	(c)/(a)	16.84%	16.01%	12.48%	8.16%	10.31%	12.46%	8.82%	8.12%
ROATCE (Non-GAAP) <sup>(1)</sup>	(c)/(b)	16.84%	16.01%	13.85%	10.25%	12.99%	15.70%	11.08%	10.17%

The following table reconciles TCE per share and TCE to total assets to their most comparable GAAP measures:

(\$ in thousands, except per share data)		Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23
Total Shareholders' Equity	(a)	\$ 256,286	\$ 261,058	\$ 334,375	\$ 332,719	\$ 335,442	\$ 336,830	\$ 340,411	\$ 341,852
Less: Preferred Stock		0	0	69,141	69,141	69,141	69,141	69,141	69,141
TCE (Non-GAAP)	(b)	\$ 256,286	\$ 261,058	\$ 265,234	\$ 263,578	\$ 266,301	\$ 267,689	\$ 271,270	\$ 272,711
Outstanding Shares	(c)	14,865,825	14,944,663	14,956,760	14,853,140	14,625,474	14,297,870	14,318,890	14,319,014
Book Value Per Share	(a)/(c)	\$ 17.24	\$ 17.47	\$ 22.36	\$ 22.40	\$ 22.94	\$ 23.56	\$ 23.77	\$ 23.87
TCE Per Share (Non-GAAP)	(b)/(c)	\$ 17.24	\$ 17.47	\$ 17.73	\$ 17.75	\$ 18.21	\$ 18.72	\$ 18.94	\$ 19.05
Total Assets	(d)	\$ 2,149,735	\$ 2,199,742	\$ 2,344,560	\$ 2,327,051	\$ 2,420,036	\$ 2,500,524	\$ 2,556,345	\$ 2,567,974
Total Shareholders' Equity to Total Assets	(a)/(d)	11.92%	11.87%	14.26%	14.30%	13.86%	13.47%	13.32%	13.31%
TCE to Total Assets (Non-GAAP)	(b)/(d)	11.92%	11.87%	11.31%	11.33%	11.00%	10.71%	10.61%	10.62%



# Non-GAAP Measures

The following table reconciles PTPP income, and adjusted ROAA, ROAE and diluted EPS for PTPP to their most comparable GAAP measures:

(\$ in thousands)		4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Net Income	(a)	\$ 10,676	\$ 10,240	\$ 9,092	\$ 6,953	\$ 8,702	\$ 10,297	\$ 7,477	\$ 7,023
Add: Provision (Reversal) for Credit Losses <sup>(1)</sup>		(1,462)	(1,191)	(109)	3,753	1,149	(2,778)	197	751
Add: Income Tax Provision		4,551	4,159	3,771	2,798	3,688	4,162	3,073	2,970
PTPP Income (Non-GAAP)	(b)	<u>\$ 13,765</u>	<u>\$ 13,208</u>	<u>\$ 12,754</u>	<u>\$ 13,504</u>	<u>\$ 13,539</u>	<u>\$ 11,681</u>	<u>\$ 10,747</u>	<u>\$ 10,744</u>
Average Total Assets	(c)	\$ 2,111,834	\$ 2,161,132	\$ 2,208,059	\$ 2,319,439	\$ 2,395,712	\$ 2,470,876	\$ 2,520,752	\$ 2,563,233
ROAA <sup>(2)</sup>	(a)/(c)	2.01%	1.92%	1.65%	1.19%	1.44%	1.69%	1.19%	1.09%
Adjusted ROAA (Non-GAAP) <sup>(2)</sup>	(b)/(c)	2.59%	2.48%	2.32%	2.31%	2.24%	1.92%	1.71%	1.66%
Average Total Shareholders' Equity	(d)	\$ 251,477	\$ 259,367	\$ 292,135	\$ 338,248	\$ 334,832	\$ 335,169	\$ 339,869	\$ 343,144
ROAE <sup>(2)</sup>	(a)/(d)	16.84%	16.01%	12.48%	8.16%	10.31%	12.46%	8.82%	8.12%
Adjusted ROAE (Non-GAAP) <sup>(2)</sup>	(b)/(d)	21.72%	20.65%	17.51%	15.84%	16.04%	14.13%	12.68%	12.42%
Net Income		\$ 10,676	\$ 10,240	\$ 9,092	\$ 6,953	\$ 8,702	\$ 10,297	\$ 7,477	\$ 7,023
Less: Income Allocated to Participating Securities		(40)	(48)	(42)	(30)	(37)	(33)	(24)	(21)
Net Income Allocated to Common Stock	(e)	10,636	10,192	9,050	6,923	8,665	10,264	7,453	7,002
Add: Provision for Loan Losses		(1,462)	(1,191)	(109)	3,753	1,149	(2,778)	197	751
Add: Income Tax Provision		4,551	4,159	3,771	2,798	3,688	4,162	3,073	2,970
PTPP Income Allocated to Common Stock	(f)	<u>\$ 13,725</u>	<u>\$ 13,160</u>	<u>\$ 12,712</u>	<u>\$ 13,474</u>	<u>\$ 13,502</u>	<u>\$ 11,648</u>	<u>\$ 10,723</u>	<u>\$ 10,723</u>
WA common shares outstanding, diluted	(g)	15,093,351	15,141,693	15,122,452	15,088,089	14,904,106	14,574,929	14,356,776	14,396,216
Diluted EPS	(e)/(g)	\$ 0.70	\$ 0.67	\$ 0.60	\$ 0.46	\$ 0.58	\$ 0.70	\$ 0.52	\$ 0.49
Adjusted Diluted EPS (Non-GAAP)	(f)/(g)	\$ 0.91	\$ 0.87	\$ 0.84	\$ 0.89	\$ 0.91	\$ 0.80	\$ 0.75	\$ 0.74

(\$ in thousands)		2018	2019	2020	2021	2022	09/23 YTD
Net Income		\$ 24,301	\$ 24,108	\$ 16,175	\$ 40,103	\$ 34,987	\$ 24,797
Add: Provision (Reversal) for Credit Losses <sup>(1)</sup>		1,231	4,237	13,219	(4,596)	3,602	(1,830)
Add: Income Tax Provision		10,444	10,243	6,836	16,856	14,416	10,205
PTPP Income (Non-GAAP)		<u>\$ 35,976</u>	<u>\$ 38,588</u>	<u>\$ 36,230</u>	<u>\$ 52,363</u>	<u>\$ 53,005</u>	<u>\$ 33,172</u>

(1) Provision (reversal) for credit losses does not include provision (reversal) for off-balance sheet credit exposures for periods prior to January 1, 2023.

(2) Annualized.