



CAPITAL FUNDING BANCORP, INC.
AND ITS SUBSIDIARY CFG Community Bank, DBA
CFG Bank

INVESTOR UPDATE Q1 2022

May 3, 2022

Time: 10:00 a.m. Eastern
Conference Number: 667-262-0979
Conference ID: 113 557 35#

Capital Funding Bancorp, Inc. Overview

Founded:

Capital Funding Bancorp, Inc. (the “Company”) was formed through the acquisition of AmericasBank Corp, Inc. in April 2009 which was subsequently renamed to CFG Community Bank. CFG Community Bank is a wholly owned subsidiary of the Company and is chartered in the state of Maryland. In 2019, CFG Community Bank rebranded as CFG Bank for marketing purposes.

Areas of Expertise:

CFG Bank operates two bank branches in the Baltimore area and an online branch with a focus on Commercial & Industrial and Commercial Real Estate lending, Cash Management, and deposit solutions for consumers, businesses, and corporations. A third bank branch, based in Annapolis, Maryland, is targeted to open in mid-late 2022. CFG Bank is committed to consistently offering some of the most competitive CD and money market rates across the nation.

Capital Funding, LLC, a wholly owned subsidiary of CFG Bank, focuses on originating healthcare and multifamily bridge loans before they are permanently financed through the Department of Housing and Urban Development (“HUD”) program as well as direct placement through HUD. Once HUD financing is complete, Capital Funding, LLC services these loans for their remaining life.

Capital Finance, LLC, a wholly owned subsidiary of CFG Bank, focuses on originating accounts receivable loans to skilled nursing facilities who borrow funds to finance their receivables from Medicare and Medicaid.

Total Assets:

\$2.781 billion (as of Q1 2022)

Headquarters:

1422 Clarkview Rd, Baltimore, Maryland 21209

CFG Bank Initiatives

- Continue to evaluate opportunities to raise additional capital to support organic growth
- Focused on managing the Bank's balance sheet through various efforts including securitizations, syndications, and other off-balance-sheet conduits, given the Bank's strong loan pipeline across all business lines
- Recently expanded presence and recruiting efforts in the Annapolis, Maryland market
 - CFG Bank recently signed a lease for commercial lending offices and a cash-less branch in Annapolis to take advantage of the opportunity presented by the sale of Severn Bank
 - CFG Bank has hired two new commercial lending Relationship Managers, focused on the Annapolis market, and is in process of hiring/onboarding branch staff
- Excited to announce the addition of a new board member, Jeff Cherry
 - Mr. Cherry has 35+ years of executive leadership and consulting experience. He will support CFG Bank's business strategy, stakeholder management, and more
 - Mr. Cherry has advised many Fortune 500 companies on building high-performing organizational cultures and is currently managing general partner of Conscious Venture Partners LLC and Founder of and CEO of Conscious Venture Lab, where he has guided and invested in many early-stage venture companies
- Capitalize on becoming Baltimore's biggest headquartered bank, after the February 2022 sale of Howard Bank to Pittsburg, PA based F.N.B. Corporation
 - CFG Bank intends to expand its services for clients, increase marketing efforts, and continue giving back to the community
- Management recently developed a partnership with the Regional Manufacturing Institute (RMI). This partnership will allow the Bank to have lead exposure in all communications and events to 3,000 Maryland manufacturers

CFG Bank Initiatives (Continued)

- Continue growth and cross-sell opportunities within the healthcare and multifamily spectrums
 - Continue to successfully utilize our loan securitization process which enables the Bank to close large healthcare and multifamily loans, improving non-interest income and optimizing the Company's capital. It is anticipated that over 90% of these securitized loans will progress to permanent financing with HUD or other permanent financing programs/providers. CFG Bank will service most of these permanently financed loans

- Continue to onboard new commercial and business deposit accounts
 - New cash management system launched successfully in Q3 2020 to grow operational deposit accounts in the Commercial and Healthcare divisions
 - Significant pipeline of new and existing customers in process of transitioning their operating accounts to CFG Bank
 - Expanding into the cannabis deposit business in Q2 after completing significant due diligence and investing in compliance (people and systems) to appropriately manage risks
 - Will begin accepting deposits from existing cannabis loan customers first
 - CFG Bank is entering this business due to demand from the Bank's existing cannabis loan customers given the Bank's excellent customer service reputation
 - Fund new loan growth with low-cost core relationship-based deposits

- Management continues to employ a hybrid work model which is working well, allowing for flexibility while maintaining the company's amazing corporate culture

Q1 2022 Highlights

- Total loans increased to \$2.054 billion at 03/31/22, an increase of \$161 million during the 1st quarter, which represents an increase of 8.5%. This growth was driven primarily by the multifamily and non-healthcare commercial lending businesses.
- Total deposits increased to \$2.366 billion at 03/31/22, an increase of \$142 million during the 1st quarter, or 6.4%. This growth was attributed to an increase in corporate deposits of \$235 million, partially offset by a decrease in Brokered CDs of \$175 million.
- As of 03/31/22, 1st quarter earnings of \$20.1 million were \$5.0 million higher than the comparable YTD prior period of \$15.1 million, representing a 32.9% increase. The year-over-year increase in earnings was attributed primarily to an increase in net interest income that was volume driven as well as non-standard miscellaneous income items discussed further below.
- 1st quarter net interest income of \$31.0 million is \$13.9 million or 81.0% above the prior year comparable period. This increase related to an increase in average interest earning assets of \$827 million, or 46.5%, from the comparable prior year period. Compared to the same period in 2021, the Company's QTD net interest margin improved by 87 basis points, increasing from 4.21% at 3/31/2021 to 5.08% at 3/31/2022. This increase was driven by growth in high-yielding beneficial interests in securitization assets (from the securitization process) and a lower cost of funds, due to lower money market rates, repricing of the CD portfolio, and growth in non-interest-bearing deposits.
- During Q1 2022, the Company recorded two non-standard interest rate related transactions as follows:
 - \$1.4 million gain on FHLB advance termination of three 5-year FHLB advances totaling \$40 million.
 - \$1.4 million realized gain (\$891 thousand in 2022) on termination of the interest rate swap (\$50 million 5-year term).
- The Company's debt service coverage ratio stands at 12.80 at 03/31/2022 an increase from 10.39 at 12/31/2021.
- Nonperforming loans to period end loans at 03/31/22 and 12/31/21 were 0.36% and 0.34%, an increase of 0.02% during the 1st quarter. Compared to the same period last year, nonperforming loans to period end loans decreased by 1.00% from 1.36% as of 03/31/2021. Asset quality remains strong, which is reflected by the low nonperforming loans to period loans ratios noted above and past due to total loans of less than 15 bps at 03/31/22.
- The allowance for loan losses ("ALLL") at 3/31/2022 of \$38.4 million or 1.87% of total loans is higher in total dollars, but lower as a percentage of total loans when compared to 12/31/2021 levels of \$36.2 million and 1.91%, respectively.
- During the quarter, the provision for loan losses was \$2.3 million, compared to or budget of \$1.4 million and the prior year first quarter of \$1.7 million. \$1.7 million of the provision was for loan growth and \$550K for an impaired healthcare loan.
- YTD HUD loan production volume was approximately \$100 million, resulting in roughly \$3.2 million in combined mortgage origination and delivery premium revenue, compared to YTD production volume and revenue of \$247 million and \$5.9 million, respectively, for the 1st quarter of 2021. These year-over-year decreases are due primarily to lingering effects of the pandemic and its overall impact on staffing and census in the skilled nursing industry.
- At 03/31/22, the mortgage servicing rights on the Company's servicing portfolio (HUD and Securitization) had a combined fair value of approximately \$56.5 million, which represents a quarterly increase of \$700 thousand, from \$55.8 million at 12/31/21. The increase in the fair value of the asset QTD was driven primarily by growth in the securitization servicing portfolio. The total combined loan servicing portfolio increased \$500 million during the quarter from \$6.0 billion at 12/31/2021 to \$6.5 billion at 03/31/22.
- The Healthcare concentration at 3/31/22 was 411.3% of Tier 1 Capital + ALLL, compared to 427.9% at 12/31/21. The Company actively monitors its healthcare concentration and utilizes several strategies to reduce the overall level including loan participations, syndications, and securitizations.
- Six securitization transactions closed in Q1 2022 totaling \$551.5 million, of which CFG Bank retained \$50.1 million on-balance sheet as beneficial interests in securitizations.
- CFG Bank's ("Bank") Community Bank Leverage Ratio ("CBLR") at 03/31/22 was 9.76%, a decrease of 70bps from 10.46% at 12/31/21, due to growth in average assets outpacing the increase in capital.

Capital Funding Bancorp, Inc. & Subsidiaries
Trended Consolidated Balance Sheet
March 2021 - March 2022
(\$000's)

| | <i>(Unaudited)</i> Mar 31, 2021 | <i>(Unaudited)</i> Jun 30, 2021 | <i>(Unaudited)</i> Sep 30, 2021 | <i>(Audited)</i> Dec 31, 2021 | <i>(Unaudited)</i> Mar 31, 2022 |
|---|---|---|---|---|---|
| ASSETS | | | | | |
| Total Cash & Due From Banks | \$ 279,194 | \$ 243,224 | \$ 398,479 | \$ 335,849 | \$ 318,037 |
| Participation Certificates | 21,784 | 16,710 | 21,198 | 50,322 | - |
| Beneficial Interests in Securitizations | 136,053 | 199,025 | 203,581 | 251,920 | 298,084 |
| Other Securities | 1,456 | 16,027 | 16,011 | 24,631 | 40,711 |
| Restricted Stock & Other Investments | 3,310 | 3,302 | 6,107 | 7,604 | 19,669 |
| Loans Held For Sale | - | - | - | 22,569 | - |
| Loans Secured By Real Estate | 919,335 | 1,082,189 | 1,145,188 | 1,408,074 | 1,502,102 |
| Commercial & Industrial | 303,271 | 370,646 | 423,079 | 453,375 | 530,927 |
| PPP Loans | 152,889 | 72,372 | 50,206 | 39,253 | 29,727 |
| Consumer Loans | 393 | 381 | 371 | 357 | 342 |
| Lease Financing Receivables | 4,806 | 2,866 | 2,442 | 1,876 | 1,547 |
| Deferred Fees | (6,446) | (7,314) | (7,604) | (9,875) | (10,596) |
| Total Loans | <u>1,374,249</u> | <u>1,521,141</u> | <u>1,613,682</u> | <u>1,893,059</u> | <u>2,054,050</u> |
| Allowance For Loan Losses | (28,915) | (30,804) | (33,171) | (36,188) | (38,448) |
| Net Loans | <u>1,345,334</u> | <u>1,490,337</u> | <u>1,580,510</u> | <u>1,856,872</u> | <u>2,015,601</u> |
| Other Real Estate Owned | 1,546 | 1,546 | 1,546 | 1,546 | 1,546 |
| Net Fixed Assets | 12,130 | 11,992 | 11,919 | 11,616 | 12,559 |
| Servicing Rights - HUD | 44,069 | 43,952 | 43,448 | 42,827 | 43,292 |
| Servicing Rights - Securitizations | 3,372 | 10,271 | 10,783 | 12,995 | 13,245 |
| Goodwill | 1,233 | 1,233 | 1,233 | 1,233 | 1,233 |
| Accrued Interest Receivable | 2,885 | 4,306 | 10,406 | 10,702 | 12,506 |
| Other Assets | 3,891 | 3,535 | 5,371 | 5,719 | 4,488 |
| Total Assets | <u>\$ 1,856,255</u> | <u>\$ 2,045,459</u> | <u>\$ 2,310,592</u> | <u>\$ 2,636,404</u> | <u>\$ 2,780,971</u> |
| LIABILITIES AND CAPITAL | | | | | |
| Non-interest Bearing Deposits | \$ 432,993 | \$ 470,791 | \$ 526,914 | \$ 548,088 | \$ 605,025 |
| GNMA P&I | 35,365 | 23,551 | 22,346 | 24,254 | 12,069 |
| Interest Checking Deposits | 2,086 | 1,974 | 2,164 | 2,471 | 2,131 |
| Savings Deposits | 9,352 | 9,647 | 9,911 | 9,925 | 9,960 |
| Money Market | 490,992 | 473,498 | 482,378 | 490,597 | 496,903 |
| Certificates & IRA's | 390,224 | 430,069 | 455,701 | 448,416 | 458,983 |
| Brokered CDs | 20,000 | 20,000 | 140,000 | 370,000 | 195,000 |
| Corporate Deposits | - | - | 50,001 | 50,002 | 285,006 |
| Replacement & Repair Deposits | 201,227 | 212,962 | 214,757 | 227,697 | 251,999 |
| Escrow and Other Deposits | 46,485 | 54,699 | 56,508 | 52,639 | 48,919 |
| Total Deposits | <u>1,628,724</u> | <u>1,697,189</u> | <u>1,960,680</u> | <u>2,224,088</u> | <u>2,365,995</u> |
| FHLB Borrowings | 21,000 | 21,000 | 41,000 | 61,000 | 71,000 |
| PPP Liquidity Facility | - | 71,949 | 49,840 | 39,269 | 31,344 |
| Secured Borrowings | - | - | - | 19,949 | 29,126 |
| Senior Notes Payable | 24,553 | 24,596 | 24,639 | 24,683 | 24,726 |
| Subordinated Notes Payable | 48,862 | 77,896 | 77,961 | 78,035 | 78,108 |
| Accr'd Int Payable & Other Liab | 13,767 | 18,824 | 22,675 | 40,533 | 23,936 |
| Total Liabilities | <u>1,736,905</u> | <u>1,911,455</u> | <u>2,176,796</u> | <u>2,487,556</u> | <u>2,624,235</u> |
| Common Stock | 70 | 70 | 70 | 70 | 70 |
| Paid In Capital | 41,630 | 41,634 | 41,634 | 51,634 | 51,634 |
| Retained Earnings | 77,650 | 92,300 | 92,092 | 97,144 | 105,032 |
| Total Capital | <u>119,350</u> | <u>134,004</u> | <u>133,796</u> | <u>148,848</u> | <u>156,736</u> |
| Total Liabilities and Capital | <u>\$ 1,856,255</u> | <u>\$ 2,045,459</u> | <u>\$ 2,310,592</u> | <u>\$ 2,636,404</u> | <u>\$ 2,780,971</u> |

Capital Funding Bancorp, Inc. & Subsidiaries
Trended Quarterly Consolidated Statement of Income

2021 - 2022

(\$000's)

(Unaudited)

| | Quarter Ended 3/31/21 | Quarter Ended 6/30/21 | Quarter Ended 9/30/21 | Quarter Ended 12/31/21 | Quarter Ended 3/31/22 |
|--|-----------------------------|-----------------------------|-----------------------------|------------------------------|-----------------------------|
| Interest revenue | | | | | |
| Loans and leases, including fees | \$ 17,922 | \$ 22,341 | \$ 28,520 | \$ 26,789 | \$ 29,398 |
| Short term investment income | 55 | 57 | 92 | 118 | 116 |
| Investments | 3,347 | 4,023 | 4,707 | 5,268 | 5,727 |
| Total interest revenue | <u>21,324</u> | <u>26,421</u> | <u>33,319</u> | <u>32,175</u> | <u>35,241</u> |
| Interest expense | | | | | |
| Deposits | 2,735 | 2,462 | 2,319 | 2,350 | 2,505 |
| Notes Payable | 1,374 | 1,495 | 1,693 | 1,692 | 1,650 |
| Borrowings | 91 | 73 | 133 | 125 | 96 |
| Total interest expense | <u>4,200</u> | <u>4,030</u> | <u>4,145</u> | <u>4,166</u> | <u>4,252</u> |
| Net interest income | 17,124 | 22,391 | 29,174 | 28,009 | 30,989 |
| Provision for loan losses | 1,656 | 1,105 | 2,211 | 2,849 | 2,257 |
| Net interest income after provision for loan losses | <u>15,468</u> | <u>21,286</u> | <u>26,963</u> | <u>25,160</u> | <u>28,732</u> |
| Non-interest revenue | | | | | |
| Mortgage servicing | 1,305 | 1,698 | 2,003 | 2,081 | 2,294 |
| Mortgage origination & delivery | 5,069 | 2,202 | 5,136 | 877 | 3,075 |
| Service rights valuation | 3,690 | 6,783 | 8 | 1,415 | 715 |
| Service charges on deposit accounts | 243 | 249 | 279 | 310 | 317 |
| Net securitization fees | 1,975 | 4,058 | 1,412 | 895 | 1,967 |
| Other miscellaneous income | 352 | 318 | (140) | 809 | 3,413 |
| Total non-interest revenue | <u>12,633</u> | <u>15,309</u> | <u>8,698</u> | <u>6,388</u> | <u>11,780</u> |
| Noninterest expenses | | | | | |
| Salaries | 8,347 | 9,642 | 11,186 | 10,917 | 13,211 |
| Employee benefits | 1,340 | 902 | 943 | 1,382 | 1,636 |
| Professional fees | 674 | 498 | 606 | 731 | 515 |
| Occupancy | 291 | 190 | 283 | 222 | 304 |
| Furniture and equipment | 279 | 287 | 290 | 322 | 317 |
| Loan workout costs | 38 | 32 | 7 | 8 | - |
| Data processing fees | 359 | 381 | 300 | 306 | 464 |
| Other | 1,679 | 3,632 | 3,345 | 2,331 | 4,013 |
| Total noninterest expenses | <u>13,008</u> | <u>15,563</u> | <u>16,959</u> | <u>16,217</u> | <u>20,460</u> |
| Net income | <u>\$ 15,093</u> | <u>\$ 21,032</u> | <u>\$ 18,702</u> | <u>\$ 15,328</u> | <u>\$ 20,052</u> |

Capital Funding Bancorp, Inc. & Subsidiaries
Consolidated Balance Sheet
March 31, 2022
(\$000's)

| | <u>Mar 31, 2022</u> | <u>Dec 31, 2021</u> | <u>YTD \$ Variance</u> | <u>YTD % Variance</u> |
|---|---------------------|---------------------|----------------------------|---------------------------|
| ASSETS | | | | |
| Total Cash & Due From Banks | \$ 318,037 | \$ 335,849 | \$ (17,812) | -5.3% |
| Participation Certificates | - | 50,322 | (50,322) | -100.0% |
| Beneficial Interests in Securitizations | 298,084 | 251,920 | 46,164 | 18.3% |
| Other Securities | 40,711 | 24,631 | 16,080 | 65.3% |
| Restricted Stock & Other Investments | 19,669 | 7,604 | 12,065 | 158.7% |
| Loans Held For Sale | - | 22,569 | (22,569) | - |
| Loans Secured By Real Estate | 1,502,102 | 1,408,074 | 94,028 | 6.7% |
| Commercial & Industrial | 530,927 | 453,375 | 77,552 | 17.1% |
| PPP Loans | 29,727 | 39,253 | (9,526) | -24.3% |
| Consumer Loans | 342 | 357 | (15) | -4.2% |
| Lease Financing Receivables | 1,547 | 1,876 | (329) | -17.5% |
| Deferred Fees | (10,596) | (9,875) | (721) | 7.3% |
| Total Loans | <u>2,054,050</u> | <u>1,893,059</u> | <u>160,991</u> | <u>8.5%</u> |
| Allowance For Loan Losses | (38,448) | (36,188) | (2,260) | 6.2% |
| Net Loans | <u>2,015,601</u> | <u>1,856,872</u> | <u>158,729</u> | <u>8.5%</u> |
| Other Real Estate Owned | 1,546 | 1,546 | - | - |
| Net Fixed Assets | 12,559 | 11,616 | 943 | 8.1% |
| Servicing Rights - HUD | 43,292 | 42,827 | 465 | 1.1% |
| Servicing Rights - Securitizations | 13,245 | 12,995 | 250 | 1.9% |
| Goodwill | 1,233 | 1,233 | - | - |
| Accrued Interest Receivable | 12,506 | 10,702 | 1,804 | 16.9% |
| Other Assets | 4,488 | 5,719 | (1,231) | -21.5% |
| Total Assets | <u>\$ 2,780,971</u> | <u>\$ 2,636,404</u> | <u>\$ 144,567</u> | <u>5.5%</u> |
| LIABILITIES AND CAPITAL | | | | |
| Non-interest Bearing Deposits | \$ 605,025 | \$ 548,088 | \$ 56,937 | 10.4% |
| GNMA P&I | 12,069 | 24,254 | (12,185) | -50.2% |
| Interest Checking Deposits | 2,131 | 2,471 | (340) | -13.7% |
| Savings Deposits | 9,960 | 9,925 | 35 | 0.4% |
| Money Market | 496,903 | 490,597 | 6,306 | 1.3% |
| Certificates & IRA's | 458,983 | 448,416 | 10,567 | 2.4% |
| Brokered CDs | 195,000 | 370,000 | (175,000) | - |
| Corporate Deposits | 285,006 | 50,002 | 235,004 | - |
| Replacement & Repair Deposits | 251,999 | 227,697 | 24,302 | 10.7% |
| Escrow and Other Deposits | 48,919 | 52,639 | (3,720) | -7.1% |
| Total Deposits | <u>2,365,995</u> | <u>2,224,088</u> | <u>141,907</u> | <u>6.4%</u> |
| FHLB Borrowings | 71,000 | 61,000 | 10,000 | 16.4% |
| PPP Liquidity Facility | 31,344 | 39,269 | (7,925) | - |
| Secured Borrowings | 29,126 | 19,949 | 9,177 | - |
| Senior Notes Payable | 24,726 | 24,683 | 43 | 0.2% |
| Subordinated Notes Payable | 78,108 | 78,035 | 73 | 0.1% |
| Accr'd Int Payable & Other Liab | 23,936 | 40,533 | (16,597) | -40.9% |
| Total Liabilities | <u>2,624,235</u> | <u>2,487,556</u> | <u>136,679</u> | <u>5.5%</u> |
| Common Stock | 70 | 70 | - | - |
| Paid In Capital | 51,634 | 51,634 | - | 0.00% |
| Retained Earnings | 105,032 | 97,144 | 7,888 | 8.1% |
| Total Capital | <u>156,736</u> | <u>148,848</u> | <u>7,888</u> | <u>5.3%</u> |
| Total Liabilities and Capital | <u>\$ 2,780,971</u> | <u>\$ 2,636,404</u> | <u>\$ 144,567</u> | <u>5.5%</u> |

Capital Funding Bancorp, Inc. & Subsidiaries
Consolidated Statement of Income
For the Three Months Ended March 31, 2022 and 2021
(\$000's)

| | YTD March 2022 | YTD March 2021 | \$ Variance | % Variance |
|--|-------------------------------|-------------------------------|--------------------|-------------------|
| Interest revenue | | | | |
| Loans and leases, including fees | \$ 29,398 | \$ 17,922 | \$ 11,477 | 64.0% |
| Short term investment income | 116 | 55 | 61 | 110.5% |
| Investments | 5,727 | 3,347 | 2,381 | 71.1% |
| Total interest revenue | <u>35,241</u> | <u>21,324</u> | <u>13,918</u> | <u>65.3%</u> |
| Interest expense | | | | |
| Deposits | 2,505 | 2,735 | (231) | -8.4% |
| Notes payable | 1,650 | 1,374 | 276 | 20.1% |
| Borrowings | 96 | 91 | 5 | 5.4% |
| Total interest expense | <u>4,252</u> | <u>4,200</u> | <u>53</u> | <u>1.3%</u> |
| Net interest income | 30,989 | 17,124 | 13,865 | 81.0% |
| Provision for loan losses | | | | |
| Net interest income after provision for loan losses | <u>2,257</u> | <u>1,656</u> | <u>602</u> | <u>36.4%</u> |
| | <u>28,732</u> | <u>15,468</u> | <u>13,265</u> | <u>85.8%</u> |
| Non-interest revenue | | | | |
| Mortgage servicing | 2,294 | 1,305 | 989 | 75.8% |
| Mortgage origination & delivery | 3,075 | 5,069 | (1,994) | -39.3% |
| Service rights valuation | 715 | 3,690 | (2,976) | -80.7% |
| Service charges on deposit accounts | 317 | 243 | 75 | 30.7% |
| Net securitization fees | 1,967 | 1,974 | (8) | -0.4% |
| Other miscellaneous income | 3,413 | 354 | 3,059 | 865.5% |
| Total non-interest revenue | <u>11,780</u> | <u>12,633</u> | <u>(854)</u> | <u>-6.8%</u> |
| Noninterest expenses | | | | |
| Salaries | 13,211 | 8,347 | 4,864 | 58.3% |
| Employee benefits | 1,636 | 1,340 | 297 | 22.1% |
| Professional fees | 515 | 674 | (159) | -23.6% |
| Occupancy | 304 | 291 | 13 | 4.6% |
| Furniture and equipment | 317 | 279 | 38 | 13.5% |
| Loan workout costs | - | 38 | (38) | -100.0% |
| Data processing fees | 464 | 359 | 105 | 29.1% |
| Other miscellaneous expense | 4,013 | 1,679 | 2,335 | 139.1% |
| Total noninterest expenses | <u>20,460</u> | <u>13,008</u> | <u>7,452</u> | <u>57.3%</u> |
| Net income | <u>\$ 20,052</u> | <u>\$ 15,093</u> | <u>\$ 4,960</u> | <u>32.9%</u> |

Capital Funding Bancorp, Inc. & Subsidiaries
Consolidated Statement of Changes in Equity Capital

For the Three Months Ended March 31, 2022

(\$000's except share data)

| | <u>Common Shares Outstanding</u> | <u>Common Stock</u> | <u>Paid In Capital</u> | <u>Retained Earnings</u> | <u>Total Capital</u> |
|---------------------------------|--|-------------------------|----------------------------|------------------------------|--------------------------|
| December 31, 2021 | 69,515 | \$ 70 | \$ 51,634 | \$ 97,144 | \$ 148,848 |
| Net income | - | - | - | 20,052 | 20,052 |
| Change in AOCI - AFS Securities | - | - | - | (3,373) | (3,373) |
| Dividends paid to shareholders | - | - | - | (8,791) | (8,791) |
| March 31, 2022 | <u>69,515</u> | <u>\$ 70</u> | <u>\$ 51,634</u> | <u>\$ 105,032</u> | <u>\$ 156,736</u> |

Capital Funding Bancorp, Inc. & Subsidiaries

CFG Bank

Financial Ratios

March 31, 2022

(\$ in millions, except ratios)

Net Income¹

Average Assets

ROA (Tax-effected)²

Net Income¹

Average Equity

ROE (Tax-effected)²

| Capital Funding Bancorp, Inc. & Subsidiaries | | |
|---|-------------------------|------------------------|
| YTD 12/31/20 | YTD 12/31/21 | YTD 3/31/22 |
| 29,332 | 70,155 | 20,052 |
| 1,661,422 | 2,172,000 | 2,678,900 |
| 1.27% | 2.33% | 2.19% |
| 29,332 | 70,155 | 20,052 |
| 94,853 | 122,407 | 151,374 |
| 22.27% | 41.27% | 38.68% |

| CFG Bank | | |
|-------------------------|-------------------------|------------------------|
| YTD 12/31/20 | YTD 12/31/21 | YTD 3/31/22 |
| 34,874 | 76,423 | 20,697 |
| 1,661,422 | 2,078,283 | 2,675,980 |
| 1.51% | 2.65% | 2.26% |
| 34,874 | 76,423 | 20,697 |
| 170,577 | 216,961 | 256,682 |
| 14.72% | 25.36% | 23.54% |

¹YTD Net Income amounts presented on an actual basis.

²Assumes a blended federal and state corporate tax rate of 28%.

Capital Funding Bancorp, Inc.
Trended Double Leverage & Debt Service Coverage Ratios
2020 - 2022

| (\$ in millions, except ratios) | <u>12/31/20</u> | <u>12/31/21</u> | <u>3/31/22</u> |
|--|-----------------|-----------------|----------------|
| Senior Notes | 25,000 | 25,000 | 25,000 |
| Subordinated Notes | 50,000 | 80,000 | 80,000 |
| Total Debt | <u>75,000</u> | <u>105,000</u> | <u>105,000</u> |
| Equity [A] | 109,180 | 148,848 | 156,736 |
| Investment in Subsidiary Bank [B] | 183,491 | 249,492 | 255,712 |
| Double Leverage Ratio [B]/[A] | 1.68 | 1.68 | 1.63 |
| Earnings | 29,331 | 70,155 | 20,052 |
| Add: Interest expense - Notes | 5,496 | 6,254 | 1,650 |
| Add: Depreciation/amort expense | 343 | 434 | 126 |
| Add (Subtract): MSR valuation | (5,360) | (11,896) | (715) |
| Adjusted EBITDA [C] | <u>29,810</u> | <u>64,947</u> | <u>21,113</u> |
| Debt Service - Notes [D] | 5,496 | 6,254 | 1,650 |
| Debt Service Coverage Ratio [C]/[D] | 5.42 | 10.39 | 12.80 |

CFG Bank
Non-performing Assets Trend
2018-2022

(\$ thousands, except ratios)

| | <u>12/31/2018</u> | <u>12/31/2019</u> | <u>12/31/2020¹</u> | <u>12/31/2021¹</u> | <u>3/31/2022¹</u> |
|---|-------------------|-------------------|-------------------------------|-------------------------------|------------------------------|
| Non-accruing loans | \$ 6,528 | \$ 5,203 | \$ 17,753 | \$ 6,173 | \$ 7,214 |
| Non-accruing - Troubled debt restructuring | 5,441 | 3,444 | 1,057 | 73 | 71 |
| Total non-accruing loans | 11,970 | 8,647 | 18,810 | 6,246 | 7,285 |
| Accruing - Troubled debt restructuring | 1,244 | 387 | 44 | - | - |
| 90+ Past Due and still accruing | 28 | 27 | - | 261 | 122 |
| Total non-performing loans | 13,241 | 9,061 | 18,854 | 6,507 | 7,408 |
| Other real estate owned | 133 | 18 | 1,546 | 1,546 | 1,546 |
| Total non-performing assets | 13,374 | 9,080 | 20,399 | 8,053 | 8,953 |
| Past due 90+ days & still accruing | 28 | 27 | - | 261 | 122 |
| Past due 60 - 89 days | 1,373 | - | 56 | 34 | 43 |
| Past due 30 - 59 days | 1,150 | 656 | 753 | 1,159 | 3,008 |
| Total Past Due | 2,551 | 683 | 809 | 1,454 | 3,173 |
| PPP Loans | - | - | 144,946 | 39,253 | 29,727 |
| Total Loans | 696,120 | 915,454 | 1,291,960 | 1,893,059 | 2,054,050 |
| Total Assets | 832,274 | 1,226,251 | 1,714,351 | 2,634,154 | 2,776,207 |
| Loan Loss Reserve (ALLL) | 15,619 | 18,838 | 27,212 | 36,188 | 38,448 |
| Past Due to Total Loans (%) | 0.37% | 0.07% | 0.06% | 0.08% | 0.15% |
| Non-Accruing to Total Loans (%) | 1.72% | 0.94% | 1.46% | 0.33% | 0.35% |
| Non-Performing Loans to Total Loans (%) | 1.90% | 0.99% | 1.46% | 0.34% | 0.36% |
| ALLL to Non-Performing Loans (%) | 117.96% | 207.90% | 144.33% | 556.12% | 519.04% |
| ALLL to Total Loans (%) | 2.24% | 2.06% | 2.11% | 1.91% | 1.87% |
| Net Charge Offs to Average Total Loans (%) YTD ² | 0.02% | 0.18% | 0.06% | -0.08% | 0.00% |
| Tier 1 Capital + ALLL | 153,960 | 186,080 | 207,781 | 284,124 | 295,977 |
| Total Classified Loans | 21,327 | 19,535 | 25,846 | 16,205 | 16,105 |
| Total Classified Loans as % of Tier 1 Capital + ALLL | 13.85% | 10.50% | 12.44% | 5.70% | 5.44% |

¹ Includes PPP loans.

² Ratio is annualized.

Forward-Looking Statements

This presentation contains certain “forward-looking statements” about the Company within the meaning of Section 27A of the Securities Act, such as statements relating to the Company’s use of proceeds; plans, objectives and prospects; annualized metrics and pro forma financial projections; potential for future gains and losses; dividends; and legal and regulatory compliance. Forward-looking statements, which are based on various assumptions (some of which are beyond the Company’s control), may be identified by reference to a future period or periods, or by the use of forward-looking terminology such as “believe,” “expect,” “estimate,” “anticipate,” “continue,” “plan,” “approximately,” “intend,” “objective,” “goal,” “project” or “projected”, “pro forma” or other similar terms or variations on those terms, or the future or conditional verbs such as “will,” “may,” “should,” “could,” and “would.” Actual results could differ materially from those expressed or implied by such forward-looking statements as a result of, among other factors, including, without limitation, changes in interest rates, tax rates and real estate values; competitive pressures from other financial institutions; weakness in general economic conditions on a national basis or in the local markets in which the Company operates, including changes that adversely affect borrowers’ ability to service and repay the Company’s loans; changes in loan defaults and charge-off rates; changes in the value of securities and other assets; adequacy of loan loss reserves, or deposit levels necessitating increased borrowing to fund loans and investments; changes in government or banking regulations; the risk that the Company may not be successful in the implementation of its business strategy or in achieving its planned HUD loan origination volume; the risk of compromises or breaches of the Company’s security systems; the risk that intangibles recorded in the Company’s financial statements will become impaired; changes in assumptions used in making such forward-looking statements; and other risks and uncertainties. Forward-looking statements speak only as of the date on which they are made.

The Company does not undertake any obligation to update or revise any of these forward-looking statements to reflect events or circumstances occurring after the date of this presentation or to reflect the occurrence of unanticipated events.

This presentation contains certain non-GAAP financial measures. The Company’s management uses these non-GAAP measures to measure the Company’s performance and believes that the non-GAAP measures provide a greater understanding of on-going operations, enhance compatibility of results of operation with prior periods and show the effects of significant gains and changes in the periods presented. The Company’s management believes that investors may use these non-GAAP measures to analyze the Company’s financial performance without the impact of unusual items or events that may obscure trends in the Company’s underlying performance. These disclosures should not be viewed as a substitute for financial measures determined in accordance with GAAP. These measures are commonly used by investors in evaluating investment opportunities and financial condition.

