

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 8-K**

CURRENT REPORT  
Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934

Date of Report: September 21, 2022

**Finward Bancorp**  
(Exact name of registrant as specified in its charter)

**Indiana**  
(State or other jurisdiction of incorporation)

**000-26128**  
(Commission File Number)

**35-1927981**  
(IRS Employer Identification No.)

**9204 Columbia Avenue**  
**Munster, Indiana**  
(Address of principal executive offices)

**46321**  
(Zip Code)

**(219) 836-4400**  
(Registrant's telephone number, including area code)

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
<b>Common Stock, without par value</b>	<b>FNWD</b>	<b>The Nasdaq Stock Market LLC</b>

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**Item 7.01.****Regulation FD Disclosure**

On September 21, 2022, Finward Bancorp (the “Bancorp”) will present financial and other information to investors at the Stephens 2022 Bank Forum in Little Rock, Arkansas. The slides for the presentation are attached as Exhibit 99.1 to this report and are incorporated by reference into this Item 7.01. This information is furnished pursuant to Item 7.01 of Form 8-K and shall not be deemed to be “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934 or otherwise subject to the liabilities of that section. The filing of this report shall not be deemed an admission as to the materiality of any information in the report that is required to be disclosed solely by reason of Regulation FD.

***Forward-Looking Statements***

This Current Report on Form 8-K may contain forward-looking statements regarding the financial performance, business prospects, growth, and operating strategies of Finward. For these statements, Finward claims the protections of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Statements in this communication should be considered in conjunction with the other information available about Finward, including the information in the filings Finward makes with the SEC. Forward-looking statements provide current expectations or forecasts of future events and are not guarantees of future performance. The forward-looking statements are based on management’s expectations and are subject to a number of risks and uncertainties. Forward-looking statements are typically identified by using words such as “anticipate,” “estimate,” “project,” “intend,” “plan,” “believe,” “will” and similar expressions in connection with any discussion of future operating or financial performance.

Although management believes that the expectations reflected in such forward-looking statements are reasonable, actual results may differ materially from those expressed or implied in such statements. Risks and uncertainties that could cause actual results to differ materially include: difficulties and delays in integrating Finward’s and Royal Financial’s businesses or fully realizing cost savings and other benefits; business disruption following the merger; changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates and capital markets; inflation; customer acceptance of Finward’s products and services; customer borrowing, repayment, investment, and deposit practices; customer disintermediation; the introduction, withdrawal, success, and timing of business initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with mergers, acquisitions, and divestitures; economic conditions; and the impact, extent, and timing of technological changes, capital management activities, and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms. Additional factors that could cause actual results to differ materially from those expressed in the forward-looking statements are discussed in Finward’s reports (such as the Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K) filed with the SEC and available at the SEC’s Internet website ([www.sec.gov](http://www.sec.gov)). All subsequent written and oral forward-looking statements concerning Finward or any person acting on its behalf are expressly qualified in their entirety by the cautionary statements above. Except as required by law, Finward does not undertake any obligation to update any forward-looking statement to reflect circumstances or events that occur after the date the forward-looking statement is made.

In addition to the above factors, we also caution that the actual amounts and timing of any future common stock dividends or share repurchases will be subject to various factors, including our capital position, financial performance, capital impacts of strategic initiatives, market conditions, and regulatory and accounting considerations, as well as any other factors that our Board of Directors deems relevant in making such a determination. Therefore, there can be no assurance that we will repurchase shares or pay any dividends to holders of our common stock, or as to the amount of any such repurchases or dividends.

**Item 9.01.****Financial Statements and Exhibits.**

(d) Exhibits.

99.1 [Slide presentation for the 2022 Stephens Bank Forum held on September 21, 2022](#)

104 Cover Page Interactive Data File (embedded within the Inline XBRL document)

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SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: September 21, 2022

Finward Bancorp

By: /s/ Peymon S. Torabi  
Name: Mr. Peymon S. Torabi  
Title: Executive Vice President, Chief  
Financial Officer and Treasurer



# Investor Presentation

Wednesday, September 21, 2022



 Finward Bancorp



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A NASDAQ Traded Company – Symbol FNWD

# Forward-Looking Disclosures

## Forward-Looking Statements

This presentation may contain forward-looking statements regarding the financial performance, business prospects, growth and operating strategies of Finward Bancorp (the "Bancorp"). For these statements, the Bancorp claims the protections of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Statements in this communication should be considered in conjunction with the other information available about the Bancorp, including the information in the filings the Bancorp makes with the Securities and Exchange Commission (the "SEC"). Forward-looking statements provide current expectations or forecasts of future events and are not guarantees of future performance. The forward-looking statements are based on management's expectations and are subject to a number of risks and uncertainties. Forward-looking statements are typically identified by using words such as "anticipate," "estimate," "project," "intend," "plan," "believe," "will" and similar expressions in connection with any discussion of future operating or financial performance.

Although management believes that the expectations reflected in such forward-looking statements are reasonable, actual results may differ materially from those expressed or implied in such statements. Risks and uncertainties that could cause actual results to differ materially include: any continuing risks and uncertainties for our business, results of operations, and financial condition relating to the COVID-19 pandemic; changes in asset quality and credit risk; the inability to sustain revenue and earnings growth; changes in interest rates, market liquidity, and capital markets, as well as the magnitude of such changes, which may reduce net interest margins; inflation; further deterioration in the market value of securities held in the Bancorp's investment securities portfolio, whether as a result of macroeconomic factors or otherwise; customer acceptance of the Bancorp's products and services; customer borrowing, repayment, investment, and deposit practices; customer disintermediation; the introduction, withdrawal, success, and timing of business initiatives; competitive conditions; the inability to realize cost savings or revenues or to implement integration plans and other consequences associated with mergers, acquisitions, and divestitures; economic conditions; and the impact, extent, and timing of technological changes, capital management activities, and other actions of the Federal Reserve Board and legislative and regulatory actions and reforms. Additional factors that could cause actual results to differ materially from those expressed in the forward-looking statements are discussed in the Bancorp's reports (such as the Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K) filed with the SEC and available at the SEC's Internet website ([www.sec.gov](http://www.sec.gov)). All subsequent written and oral forward-looking statements concerning matters attributable to the Bancorp or any person acting on its behalf are expressly qualified in their entirety by the cautionary statements above. Except as required by law, the Bancorp does not undertake any obligation to update any forward-looking statement to reflect circumstances or events that occur after the date the forward-looking statement is made.

In addition to the above factors, we also caution that the actual amounts and timing of any future common stock dividends or share repurchases will be subject to various factors, including our capital position, financial performance, capital impacts of strategic initiatives, market conditions, and regulatory and accounting considerations, as well as any other factors that our Board of Directors deems relevant in making such a determination. Therefore, there can be no assurance that we will repurchase shares or pay any dividends to holders of our common stock, or as to the amount of any such repurchases or dividends.

## Disclosures Regarding Non-GAAP Measures

This presentation refers to certain financial measures that are identified as non-GAAP. The Bancorp believes that these non-GAAP measures are helpful to investors to better understand the Bancorp's assets, earnings, and shareholders' equity at the date of this presentation. This supplemental information should not be considered in isolation or as a substitute for the related GAAP measures. See the attached table at the end of this presentation for a reconciliation of the non-GAAP measures identified herein and their most comparable GAAP measures.

# Quarterly Update

## Securities & Accumulated Other Comprehensive Income

- Credit of underlying securities is strong, and it is unlikely the Bancorp will be required to sell the investments before recovery of their amortized cost basis, which may be at maturity
- Remain sensitive to 5- & 10-year treasury rates
- Through June 30, 2022, returned \$50 million from securities portfolio with \$639 thousand in gains
- Anticipate returning an additional \$15 to \$20 million in second half of 2022

## Capital

- Tangible book value continues to be impacted by unrealized losses on securities
- Tier 1 leverage is considered well capitalized
- Dividend policy remains unchanged
- Dilution related to Royal has been favorable

## Expense Management

- Closed 3 branches through July 1, 2022, to bring total branch count to 29; expect noninterest expense savings of roughly \$350 to \$500 thousand per branch
- Actively managing real estate portfolio to reduce operating expense via sale-leaseback, renovation, and closure opportunities
- Redeploying a portion of savings into digital banking solutions to reduce delivery cost and increase scalability
- Optimizing headcount through reviewing organizational design

## Deposits & Liquidity

- Deposit growth slowing, but maintaining customer base
- Negotiating rates with most rate sensitive customers, continue to maintain low cost of funds - 8 basis point cost of funds, 13 basis points below our peer median
- Currently pledging 50% of portfolio as of June 30, 2022, allowing ample additional sources of off-balance sheet liquidity - available credit resulting from pledged securities and loans but not yet drawn sources totals over \$351 million

# Overview of Finward Bancorp

## Company Overview

- 112-year old bank headquartered in Munster, Indiana
- Community bank with core competency in commercial lending, funded by a formidable, low-cost core deposit franchise
- Named a Best Bank to Work for in America for 2015-2020 as well as a Top 200 Community Bank for 15 consecutive years by American Banker magazine
- Committed to our core values of **Stability, Integrity, Community and Excellence**
- Expanded into Illinois via three successfully integrated acquisitions
- Growing a full-service wealth management business

## Primary Business Segments

### Community Banking

- Indiana state chartered commercial bank organized in 1910
- 29 full-service retail locations across Indiana and Illinois
- 17 person business banking team
- Full service mortgage banking capabilities

### Wealth Management

- Estate & retirement planning
- Corporate fiduciary business
- Advisory & brokerage
- IRA & Keogh accounts
- \$328M of assets under care
- 11% YOY growth in revenues from 2020 to 2021

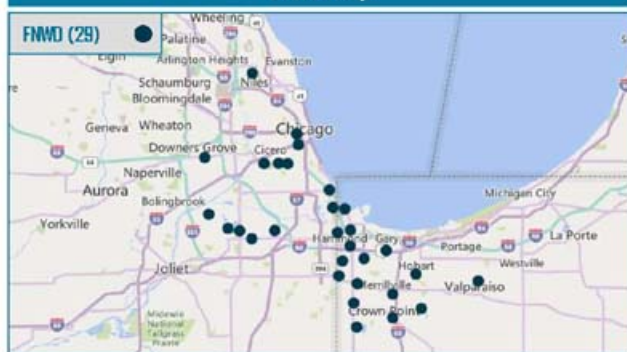
(1) NPAs / Assets includes restructured loans from nonperforming assets.

(2) Non-GMP calculation, see Pages 21, 22 & 23.

(3) Core net income, adjusted for realized gain on sale of securities, amortization of intangibles and nonrecurring items.



## Branch Map



## Financial Highlights

\$ in Millions	2020	2021	2022 YTD
Total Assets	\$1,496	\$1,621	\$2,101
Total Gross Loans	965	967	1,474
Total Deposits	1,302	1,434	1,917
Total Equity	152	157	137
NPAs / Assets <sup>(1)</sup>	1.1%	0.52%	0.53%
NIM (FTE)	3.64%	3.56%	3.70%
Core ROAA <sup>(2)</sup>	0.94%	0.85%	0.78%
Core ROATCE <sup>(3)</sup>	10.4%	9.5%	12.4%
Full-Time Employees	264	263	302



# Investment Rationale

## Robust & Disciplined Growth Supporting Strong Profitability

- **4.8% TBY + Dividend CAGR since year-end 2013** (8.3%<sup>(1)</sup> when excluding impact of AOCI)
- Emphasis on expanding both **wealth management and business banking**
- **Organic growth enhanced by strategic acquisitions** expanding reach into markets that are very similar to the legacy footprint
- Core ROAA of 0.79%<sup>(2)</sup> and core ROATCE of 12.4%<sup>(2)</sup> for the year-to-date period ended 6/30/2022

## Experienced Management Team

- **Dynamic, enthusiastic management team** with significant experience in Chicago area markets led by a highly accomplished Board of Directors
- **Executive management team well positioned** to take the Company through the next phase of the strategic plan
- **15%<sup>(3)</sup> insider ownership** aligns management's interests with shareholders

## Dynamic Operating Markets

- **Operating in the "shadow" of Chicago**; enjoying the positives of Chicago's diverse economy with the benefit of being headquartered in Indiana
- **Well positioned to grow through ample acquisition opportunities** in our operating markets
- **Vibrant, highly educated workforce**

## Attractive & Growing Core Deposit Franchise

- Formidable and well established **core deposit base of 86%<sup>(4)</sup> of total deposits** growing in excess of 15% per year (2013-current)
- **Dedicated to banking our clients' entire relationship** through whichever of our channels meets their needs

## Strategic Investments in Infrastructure & Technology

- Focused on **establishing scalable platforms** for all business lines to support continued growth
- **Re-engineering branch and digital banking channels** while bolstering data analytics to better address client needs
- **Leveraging technology** to enhance operations, creating highly scalable processes

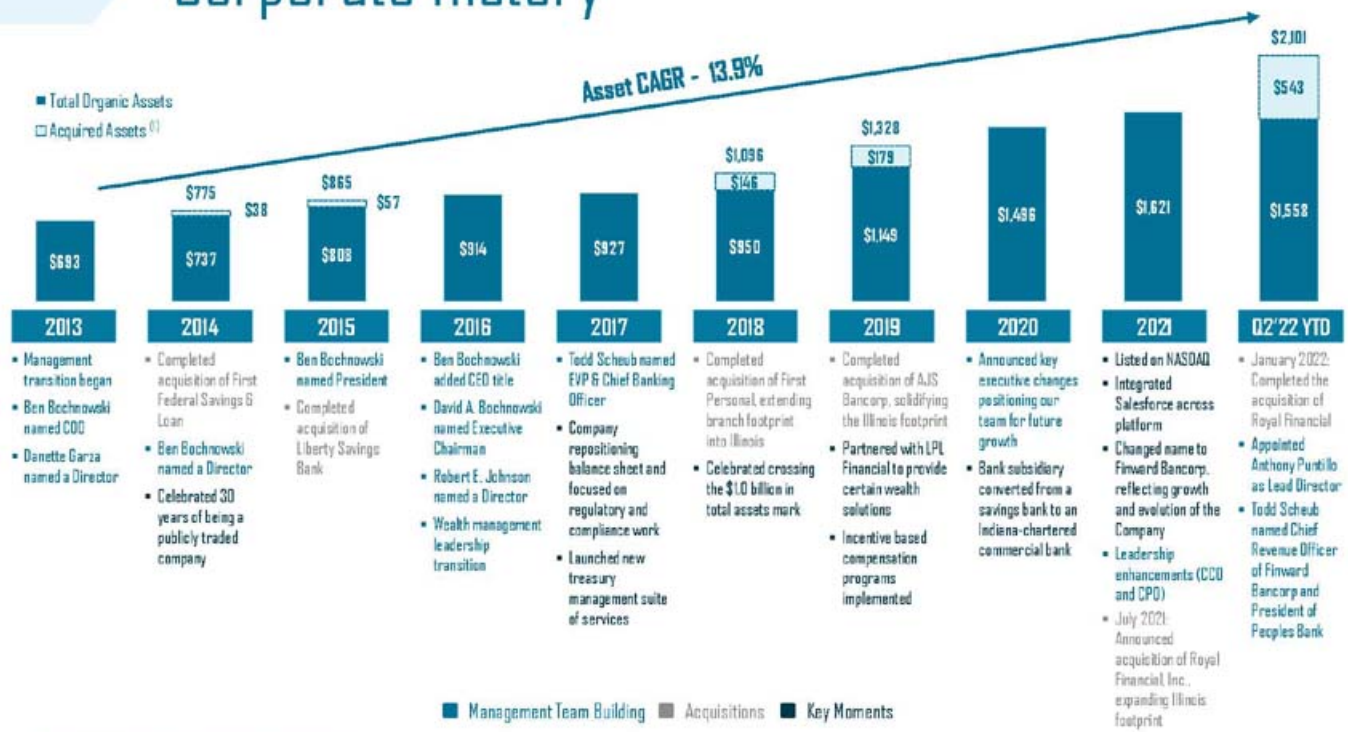
(1) Non-GMP calculation, see Page 24.

(2) Non-GMP calculation, see Pages 21 & 22.

(3) Per March 2022 proxy statement. Beneficial ownership includes shares of restricted stock.

(4) Core deposits defined as total deposits less time deposits greater than \$100K.

# Corporate History



- Management transition began
- Ben Bochnowski named COO
- Danette Garza named a Director

- Completed acquisition of First Federal Savings & Loan
- Ben Bochnowski named a Director
- Celebrated 30 years of being a publicly traded company

- Ben Bochnowski named President
- Completed acquisition of Liberty Savings Bank

- Ben Bochnowski added CEO title
- David A. Bochnowski named Executive Chairman
- Robert E. Johnson named a Director
- Wealth management leadership transition

- Todd Scheub named EVP & Chief Banking Officer
- Company repositioning balance sheet and focused on regulatory and compliance work
- Launched new treasury management suite of services

- Completed acquisition of First Personal, extending branch footprint into Illinois
- Celebrated crossing the \$1.0 billion in total assets mark

- Completed acquisition of AJS Bancorp, solidifying the Illinois footprint
- Partnered with LPL Financial to provide certain wealth solutions
- Incentive based compensation programs implemented

- Announced key executive changes positioning our team for future growth
- Bank subsidiary converted from a savings bank to an Indiana-chartered commercial bank

- Listed on NASDAQ
- Integrated Salesforce across platform
- Changed name to Finward Bancorp, reflecting growth and evolution of the Company
- Leadership enhancements (COO and CFO)
- July 2021: Announced acquisition of Royal Financial, Inc., expanding Illinois footprint


- January 2022: Completed the acquisition of Royal Financial
- Appointed Anthony Puntillo as Lead Director
- Todd Scheub named Chief Revenue Officer of Finward Bancorp and President of Peoples Bank

Note: Total assets as of December 31 for each period and June 30 for Q2'22.  
 (1) Based on reported acquired assets per Company's Audits and 10-K filings.



# Executive Management Team






- Multi-generational leadership team with decades of combined experience working together
- Significant insider ownership of 15%<sup>(1)</sup> aligning interests with shareholders
- Seasoned banking team with deep ties to core operating markets
- Risk-aligned corporate culture, promoting responsibility and accountability

Officer		Years of Banking Experience	Year Started at Finward Bancorp	Position with Company
	Benjamin J. Bochnowski	12	2010	Chief Executive Officer and Finward Bancorp President
	Robert T. Lowry	37	1985	Executive VP & Chief Operating Officer
	Todd M. Scheub	27	1996	Executive VP, Chief Revenue Officer & Peoples Bank President
	Peymon S. Torabi	19	2003	Executive VP & Chief Financial Officer
	Leana E. Cerven	28	2010	Executive VP & Chief Risk Officer
	Tanya A. Leetz	28	1994	Executive VP & Chief Technology Officer
	Jill Washington	16	2021	Senior VP & Chief People Officer

(1) Per March 2022 proxy statement. Beneficial ownership includes shares of restricted stock.

# Diverse Board of Directors

Board Member	Age	Year Joined Board
 David A. Bochnowski <i>Chairman</i>	76	1977

Board Member	Age	Year Joined Board
 Benjamin J. Bochnowski <i>President &amp; CEO</i>	41	2014
 Anthony M. Puntillo <i>Lead Independent Director</i>	55	2004
 James L. Wieser	74	1999
 Joel Gorelick	74	2000
 Kenneth V. Krupinski	74	2003

Board Member	Age	Year Joined Board
 Donald P. Fesko	49	2005
 Robert E. Johnson III	52	2016
 Amy W. Han	58	2008
 Danette Garza	67	2013
 Robert W. Youman	59	2022

Note: Ages are as of the March 30, 2022 proxy statement.



# Disciplined and Experienced Acquiror

	First Federal Savings & Loan Association of Hammond	Liberty Savings Bank, FSB	First Personal Bank	AJS BANCORP, INC.	Royal Financial, Inc.
<b>Transaction Date</b>	Closed April 2014	Closed July 2015	Closed July 2018	Closed January 2019	Closed January 2022
<b>Transaction Value</b>	(1)	(1)	\$16M	\$34M	\$57M
<b>Assets (\$M)<sup>(2)</sup></b> As a % of FNWD Assets	\$38M 5%	\$57M 7%	\$146M 15%	\$179M 16%	\$543M 35%
<b>Loans (\$M)<sup>(2)</sup></b>	\$29M	\$28M	\$95M	\$88M	\$451M
<b>Deposits (\$M)<sup>(2)</sup></b>	\$37M	\$56M	\$125M	\$144M	\$475M
<b># of Branches</b>	2	3	3	3	9

Source: S&P Global Market Intelligence.

(1) First Federal Savings & Loan Association of Hammond and Liberty Savings Bank, FSB transactions were voluntary supervisory conversions; FNWD did not pay any consideration as part of the transactions.

(2) Based on reported acquired amounts per Company's Audit and 10-K filings.



# Driving Service Excellence

## Deepen Relationships

- Transitioning from customers and features to relationships and solutions
- Focus on what clients need to thrive
- Broaden product/service offerings

## Drive Efficiency

- Reduce complexity
- Reduce cycle time
- Improve sales growth

## Expand Markets

- Grow into new markets organically
- Expand product offerings
- Build scale through whole bank & team acquisitions

### Superior customer service supported by best in class technology

#### Technology Partners



# Well-Balanced, Growing Loan Portfolio

## Historical Gross Loans (\$ Millions)

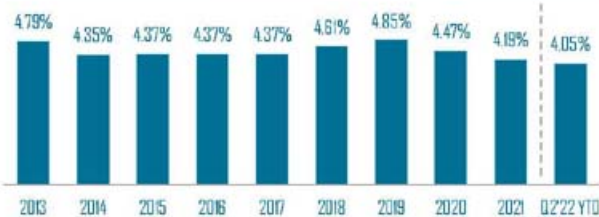


CAGR - 15.4% (15.3% excl. PPP)

## Q2'22 Loan Portfolio by Collateral Type



## Yield on Loans (%)<sup>(2)</sup>



## Lending Strategy

- Core competency in commercial lending (36% combined total of CRE and CBI)
- Growing CBI portfolio of \$103.6 million as of 6/30/2022
- Continuously making upgrades to residential mortgage platform with \$225 million of originations in 2020 and \$153 million for the year-ended 12/31/2021
- Portfolio mortgages mainly jumbo loans, high quality loans with 10-15 year terms, and acquired loans

Source: S&P Global Market Intelligence & Company Documents.  
 Note: Total loans as of December 31 for each period and June 30 for Q2'22.  
 (1) Based on reported acquired loans per Company's Audits and 10-K filings.  
 (2) Non-GAAP calculation, see Page 23.

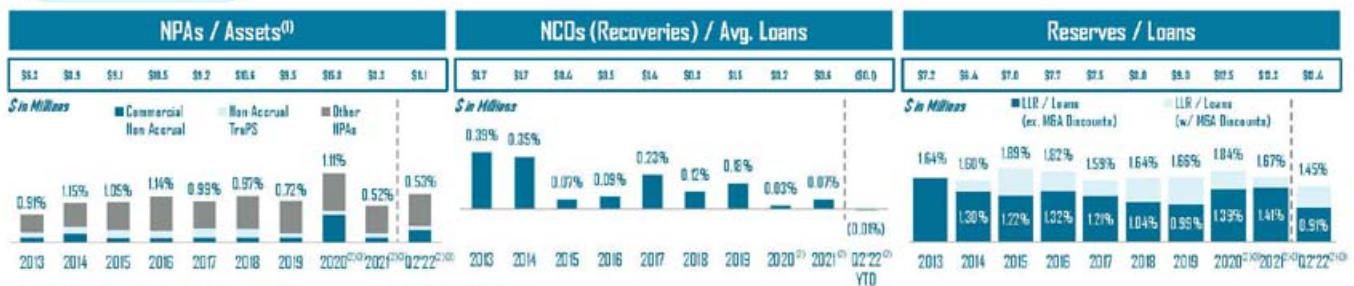
# Conservative Approach to Credit

## Credit Philosophy

- Experienced banking team with deep knowledge of the Chicago area market empowered to be relationship bankers (not just lenders)
- Prudent risk identification and mitigation processes in place to proactively address risks in the loan portfolio
- Compete aggressively for new lending opportunities, but will always appropriately structure credits to minimize risk
- Loan portfolio is well diversified

## Credit Underwriting and Administration

- Credit approval process is layered through Chief Credit Officer and loan committees (DLC, SOLC and Board EC)
- Additional personnel have been hired to support the credit function
- Stress testing is being performed quarterly by an outside third party
- Commercial portfolio workout manager actively monitors and works with borrowers for problem credits



Source: S&P Global Market Intelligence & Company Documents. (2) Excludes PPP Loan balances. (3) Non-GAAP calculation, see Page 23.



# Stable and Growing Core Deposit Franchise

## Historical Total Deposits (\$ Millions)

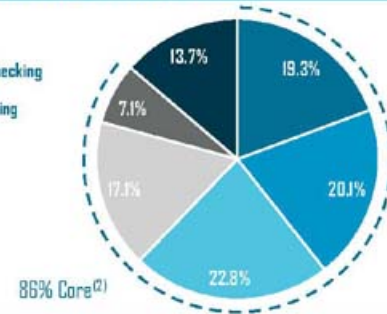


## Cost of Deposits (%)



## Q2'22 Deposit Composition

- Noninterest Bearing Checking
- Interest Bearing Checking
- Savings
- Money Market
- Retail Time <\$100K
- Jumbo Time >\$100K



## Deposit Strategy

- Formidable and well established core deposit franchise provides low-cost source of funding for loan origination
- 77% loans/deposits provides ample room for loan growth
- 79% of total deposits are non-maturity as of 6/30/2022
- Top quartile<sup>(3)</sup> cost of deposits at 8 bps for the year-to-date period ending 6/30/2022
- 72% of time deposits as of 6/30/2022 repricing over the next 12 months

Source: S&P Global Market Intelligence & Company Documents.

Note: Total Deposits as of December 31 for each period and June 30 for Q2'22.

(1) Based on reported acquired deposits per Company's Audits and O-R Filings.

(2) Core deposits defined as total deposits less time deposits greater than \$100K.

(3) Peer group consists of Midwest major exchange-traded banks with total assets between \$1.0 billion and \$5.0 billion as of 6/30/2022.

# Core Earnings Power

## Profitability

- Strong earnings continue to accrete to and build capital
- Low cost funding allows for utilizing the balance sheet efficiently
- Successful execution of M&A strategy resulting in realized synergies more than accounting for one-time deal-related costs
- Future profitability to be driven by a combination of organic growth, streamlining of internal operations, and accretive M&A

## Core ROAA<sup>(1)(2)</sup> & Core ROATCE<sup>(1)(2)</sup>



Source: S&P Global Market Intelligence & Company Documents.  
 (1) Core net income, adjusted for realized gains on sale of securities, amortization of intangibles and non-recurring items.  
 (2) Non-GMP calculation, see Pages 21 & 22.  
 (3) For comparison purposes, CASR calculated using Q2'22 YTD annualized Core EPS.

## Core Net Income<sup>(1)(2)</sup> & Earnings Per Share<sup>(1)(2)</sup>



## Core Pre-Provision Net Revenue<sup>(1)(2)</sup> / Avg. Assets

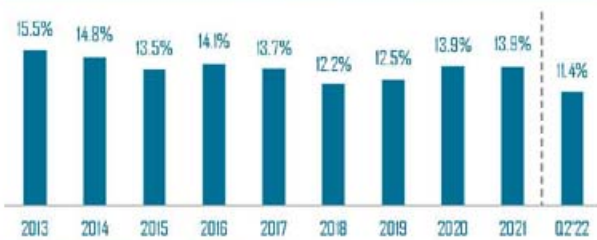


# Capital to Support Growth

## Capital Management

- Regulatory capital levels in excess of well-capitalized requirements
- Tangible capital represented 5.2% of tangible assets on June 30, 2022 (a non-GAAP measure)<sup>(1)</sup>
- Tangible capital, excluding accumulated other comprehensive losses, was 8.0% on June 30, 2022 (a non-GAAP measure)<sup>(2)</sup>
- Management continues to actively monitor the securities portfolio and does not currently anticipate the need to realize losses from the securities portfolio, and it is unlikely the Bancorp will be required to sell the investments before recovery of their amortized cost bases which may be at maturity

## Bank Total Capital Ratio (%)



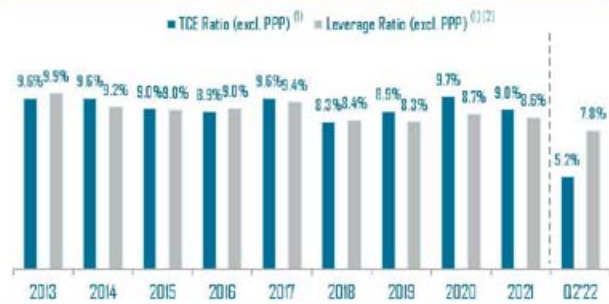
Source: S&P Global Market Intelligence & Company Documents.

(1) Non-GAAP calculation, see page 22.

(2) Leverage Ratio excludes PPP loan balances from average assets for leverage ratio.

(3) Commercial real estate loans divided by total risk-based capital and construction & development loans divided total risk-based capital.

## TCE / TA & Bank Leverage Ratio (%)



## CRE and C&D / Bank Total Risk Based Capital (%)



# Recap of Franchise Highlights



## Experienced and Invested Leadership

- Dynamic team with significant experience in Chicago area markets
- Interests aligned with shareholders through substantial ownership



## Meaningful Presence in Diverse, Dynamic Markets

- Benefiting from Chicago's demographics and Indiana's business-friendly environment
- Well positioned to grow through acquisition opportunities in existing markets



## Attractive Core Deposit Franchise

- 86% core deposits with top quartile cost of deposits for the quarter-ended 6/30/2022 of 8bps
- Growing core deposits in excess of 15% per year (CAGR since 2013)



## Track Record of Exceptional Growth and Profitability

- Producing long-term earnings growth in excess of 5.9%<sup>(1)</sup> (CAGR since 2013) and TBV growth (Excl. AOCI) of 5.5%<sup>(2)</sup> (CAGR since 2013)
- Future profitability focused on a combination of organic growth, streamlining operations, and MGA



## Investing to Position For the Future

- Investing in all business lines with a focus on: (1) deepening relationships; (2) driving efficiency; and (3) expanding markets and product offerings
- Moving toward best in class technology stack

(1) For comparison purposes, CAGR calculated using 2022YTD annualized Core EPS.  
 (2) Non-GAAP calculation, see page 24.

THANK YOU



# APPENDIX





# Historical Financial Summary

\$ in thousands, except per share data	Fiscal Year Ended December 31					Quarter Ended
	2017	2018	2019	2020	2021	June 30 2022
<b>Balance Sheet &amp; Capital</b>						
Total Assets	\$927,259	\$1,090,158	\$1,328,161	\$1,490,292	\$1,620,743	\$2,101,485
Loans, Net	612,729	756,438	897,228	952,688	953,377	1,460,975
Total Deposits	793,004	929,796	1,154,370	1,302,339	1,434,201	1,917,215
Tangible Common Equity <sup>(1)</sup>	88,844	89,872	117,319	136,461	142,390	108,451
TBV Per Share <sup>(1)</sup>	\$31.02	\$29.07	\$33.99	\$39.41	\$40.91	\$25.24
TCE / TA (%) <sup>(1)(2)</sup>	9.6 %	8.3 %	8.9 %	9.1 %	8.7 %	5.2 %
Bank Tier 1 Leverage Ratio (%) <sup>(1)(2)</sup>	9.4 %	8.4 %	8.3 %	8.7 %	8.6 %	7.8 %
Bank Total Risk-Based Capital Ratio (%)	13.7 %	12.2 %	12.5 %	13.9 %	13.9 %	11.4 %
<b>Asset Quality</b>						
Nonperforming Assets	\$9,221	\$10,593	\$9,532	\$15,832	\$8,253	\$11,051
NPAs / Assets (%) <sup>(1)(2)(3)</sup>	0.99 %	0.97 %	0.72 %	1.11 %	0.52 %	0.53 %
NPLs / Loans (%)	0.89 %	1.11 %	0.91 %	1.49 %	0.75 %	0.68 %
NCOs (Recoveries) / Average Loans (%)	0.23 %	0.12 %	0.18 %	0.03 %	0.07 %	(0.01) %
ALLL / Total Loans (%) <sup>(1)(2)(4)</sup>	1.59 %	1.64 %	1.66 %	1.94 %	1.67 %	1.45 %
<b>Income Statement</b>						
Net Interest Income	\$30,766	\$34,359	\$43,158	\$45,881	\$48,575	\$17,298
Provision for Loan Losses	1,200	1,308	2,584	3,607	1,509	-
Noninterest Income	7,752	9,099	10,670	18,148	15,947	2,890
Noninterest Expense	25,488	31,383	38,030	41,636	46,636	15,176
Income Tax Expense	2,889	1,430	1,878	2,774	1,414	587
Net Income	8,961	9,337	11,536	15,932	14,963	4,431
GAAP Earnings Per Share	\$3.13	\$3.17	\$3.37	\$4.60	\$4.30	\$1.03
<b>Profitability Ratios</b>						
Core ROAA (%) <sup>(1)</sup>	0.95 %	0.96 %	0.91 %	0.94 %	0.85 %	0.75 %
Core ROATCE (%) <sup>(1)</sup>	9.9 %	10.9 %	10.6 %	10.4 %	9.5 %	13.8 %
Net Interest Margin (FTE) (%)	3.84 %	3.81 %	3.73 %	3.64 %	3.51 %	3.78 %
Core Efficiency Ratio (%) <sup>(1)</sup>	68.7 %	70.7 %	69.7 %	69.0 %	74.5 %	77.1 %
Noninterest Income / Average Assets (%)	0.85 %	0.91 %	0.83 %	1.27 %	1.01 %	0.56 %
Core Noninterest Expense / Average Assets (%) <sup>(1)</sup>	2.8 %	3.0 %	2.9 %	3.0 %	3.0 %	2.83 %

Source: S&amp;P Global/Market Intelligence &amp; Company Statements.

(3) NPAs/Assets excludes restructured loans from nonperforming assets.

(1) Non-GAAP calculation, see following pages.

(4) ALLL includes NSM accounts.

(2) Excludes PPP loans.

# Non-GAAP Reconciliation

(\$ in thousands)

	2012	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
Net income	\$ 7,110	\$ 7,204	\$ 7,652	\$ 8,142	\$ 8,961	\$ 9,327	\$ 11,236	\$ 10,932	\$ 14,063	\$ 6,666
Non-recurring expenses										
Acquisition related costs	—	—	462	—	—	2,076	2,118	—	—	2,662
Non-recurring income										
BOLI death benefit	—	—	—	—	—	—	(205)	—	—	—
Realized loss/(gain) on securities	(630)	(541)	(605)	(826)	(640)	(1,200)	(621)	(2,348)	(1,967)	(539)
Amortization of intangibles	—	9	41	70	70	266	566	994	994	453
Loan accretion income	—	(318)	(393)	(506)	(455)	(828)	(1,971)	(1,919)	(1,041)	(947)
Related tax benefit / (cost)	221	295	179	477	435	(55)	(57)	697	427	(392)
DTA revaluation	—	—	—	—	517	—	—	—	—	—
Core net income	\$ 6,700	\$ 6,942	\$ 7,610	\$ 8,267	\$ 8,668	\$ 9,087	\$ 11,761	\$ 13,346	\$ 13,266	\$ 6,003
Diluted average common shares outstanding	2,841,990	2,844,333	2,850,801	2,859,501	2,964,037	2,949,212	3,425,666	3,459,157	3,477,209	4,159,238
<b>Reported:</b> Diluted earnings per share	\$ 2.50	\$ 2.60	\$ 2.76	\$ 2.90	\$ 3.15	\$ 3.17	\$ 3.37	\$ 4.51	\$ 4.90	\$ 1.68
<b>Core:</b> Diluted earnings per share	2.36	2.41	2.64	2.89	3.03	3.26	3.43	3.86	3.84	1.92
<b>Average total assets</b>	\$ 691,030	\$ 751,431	\$ 817,361	\$ 888,016	\$ 911,078	\$ 1,001,908	\$ 1,206,264	\$ 1,427,176	\$ 1,573,261	\$ 2,020,516
<b>Reported:</b> Return on average assets	1.03%	0.97%	0.96%	1.01%	0.98%	0.93%	0.90%	1.12%	0.95%	0.85%
<b>Core:</b> Return on average assets	0.97%	0.90%	0.92%	0.93%	0.95%	0.95%	0.91%	0.94%	0.85%	0.79%

(\$ in thousands)

	2012	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
Net interest income	\$ 24,827	\$ 26,263	\$ 27,370	\$ 30,064	\$ 30,766	\$ 34,869	\$ 43,168	\$ 45,851	\$ 49,676	\$ 52,333
Non-interest income	6,358	6,074	6,890	7,513	7,762	9,059	10,670	18,146	16,947	6,240
Realized loss/(gain) on securities	(630)	(541)	(605)	(826)	(640)	(1,200)	(621)	(2,348)	(1,967)	(539)
Non-interest expense	(19,821)	(21,015)	(23,615)	(24,709)	(25,489)	(31,383)	(36,030)	(41,636)	(45,536)	(31,445)
Pre-provision net revenue	\$ 9,335	\$ 9,861	\$ 9,999	\$ 12,122	\$ 12,170	\$ 13,675	\$ 16,177	\$ 20,045	\$ 18,999	\$ 6,789
Non-recurring expenses	—	—	462	—	—	2,076	2,118	—	—	—
Non-recurring income	—	—	—	—	—	—	(205)	—	—	—
Amortization of intangibles	—	9	41	70	70	266	566	994	994	767
Loan accretion income	—	(318)	(393)	(506)	(455)	(828)	(1,971)	(1,919)	(1,041)	(947)
<b>Core: pre-provision net revenue</b>	\$ 9,335	\$ 9,872	\$ 10,092	\$ 11,566	\$ 11,794	\$ 12,931	\$ 16,070	\$ 19,120	\$ 18,952	\$ 6,799
<b>Average total assets</b>	\$ 691,030	\$ 751,431	\$ 817,361	\$ 888,016	\$ 911,078	\$ 1,001,908	\$ 1,206,264	\$ 1,427,176	\$ 1,573,261	\$ 2,020,516
<b>Reported:</b> Pre-provision net revenue to average assets	1.35%	1.30%	1.22%	1.37%	1.34%	1.09%	1.16%	1.40%	1.01%	0.67%
<b>Core:</b> Pre-provision net revenue to average assets	1.35%	1.26%	1.23%	1.31%	1.29%	1.24%	1.26%	1.34%	1.01%	0.66%



# Non-GAAP Reconciliation

(\$ in thousands)

	2010	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
Total assets	\$ 693,453	\$ 776,244	\$ 864,893	\$ 913,525	\$ 927,269	\$ 1,096,158	\$ 1,326,161	\$ 1,496,230	\$ 1,620,743	\$ 2,101,485
Goodwill	—	(1,511)	(2,561)	(2,792)	(2,792)	(8,170)	(11,109)	(11,109)	(11,109)	(22,815)
Other intangibles	—	(64)	(523)	(494)	(424)	(3,422)	(5,114)	(4,119)	(3,126)	(5,588)
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	(67,175)	(22,072)	(570)
Tangible assets (excl. PPP)	\$ 693,453	\$ 774,349	\$ 861,809	\$ 910,340	\$ 924,043	\$ 1,084,556	\$ 1,311,538	\$ 1,413,855	\$ 1,584,436	\$ 2,072,717
Total stockholders' equity	66,751	76,165	80,909	81,108	92,060	101,484	133,642	151,699	166,516	136,654
Goodwill	—	(1,511)	(2,561)	(2,792)	(2,792)	(8,170)	(11,109)	(11,109)	(11,109)	(22,815)
Other intangibles	—	(64)	(523)	(494)	(424)	(3,422)	(5,114)	(4,119)	(3,126)	(5,588)
Tangible common equity	\$ 66,751	\$ 74,470	\$ 77,826	\$ 80,822	\$ 88,844	\$ 93,872	\$ 117,319	\$ 130,451	\$ 142,360	\$ 106,451
Ending number of common shares outstanding	2,841,154	2,844,167	2,851,417	2,860,157	2,864,507	3,029,157	3,451,797	3,462,906	3,480,701	4,296,349
<b>Tangible common equity to tangible assets (excl. PPP)</b>	9.6%	9.6%	9.0%	8.9%	9.6%	8.6%	8.9%	9.0%	9.0%	5.2%
<b>Tangible book value per share</b>	\$ 23.50	\$ 26.18	\$ 27.29	\$ 28.26	\$ 31.02	\$ 31.02	\$ 33.99	\$ 39.41	\$ 40.91	\$ 25.24
Accumulated Other Comprehensive Income (AOCI)	(3,151)	1,058	1,400	(1,506)	694	(2,796)	4,261	10,441	4,276	(57,381)
Tangible common equity (Excl. AOCI)	\$ 69,912	\$ 72,862	\$ 76,419	\$ 82,328	\$ 89,160	\$ 92,608	\$ 113,058	\$ 120,020	\$ 138,104	\$ 106,232
<b>Tangible common equity to tangible assets (excl. PPP &amp; AOCI)</b>	10.1%	9.4%	8.9%	9.0%	9.6%	8.6%	8.6%	8.5%	8.7%	5.0%
Average stockholders' common equity	\$ 69,956	\$ 72,943	\$ 79,299	\$ 85,842	\$ 90,538	\$ 94,400	\$ 126,845	\$ 144,275	\$ 155,045	\$ 156,345
Average goodwill	—	(1,207)	(2,155)	(2,705)	(2,792)	(4,826)	(10,656)	(11,109)	(11,109)	(21,591)
Average other intangibles	—	(65)	(249)	(483)	(459)	(1,504)	(5,274)	(4,616)	(3,543)	(5,514)
Average tangible stockholders' common equity	\$ 69,956	\$ 71,671	\$ 76,895	\$ 82,654	\$ 87,287	\$ 93,147	\$ 110,921	\$ 128,550	\$ 141,193	\$ 129,740
<b>Reported Return on average tangible common equity</b>	10.2%	10.3%	10.2%	11.1%	10.3%	10.6%	10.4%	12.4%	10.6%	10.2%
<b>Core Return on average tangible common equity</b>	9.5%	9.5%	9.8%	10.0%	9.9%	10.0%	10.6%	10.4%	9.5%	12.4%

(\$ in thousands)

	2010	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
Bank Tier 1 Capital	\$ 68,652	\$ 71,557	\$ 76,049	\$ 81,229	\$ 86,291	\$ 89,941	\$ 108,863	\$ 123,275	\$ 133,736	\$ 155,535
Bank Average assets for leverage ratio	\$ 692,058	\$ 732,556	\$ 846,927	\$ 897,762	\$ 916,845	\$ 1,072,515	\$ 1,310,614	\$ 1,477,980	\$ 1,585,017	\$ 1,990,266
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	(67,175)	(22,072)	(570)
Average assets for leverage ratio (excl. PPP)	\$ 692,058	\$ 732,556	\$ 846,927	\$ 897,762	\$ 916,845	\$ 1,072,515	\$ 1,310,614	\$ 1,410,836	\$ 1,562,945	\$ 1,989,296
<b>Bank Leverage Ratio (excl. PPP)</b>	9.9%	9.2%	9.0%	9.0%	9.4%	8.4%	8.3%	8.7%	8.6%	7.6%

# Non-GAAP Reconciliation

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
<b>Reported:</b> Interest income on loans	\$ 20,821	\$ 21,282	\$ 23,203	\$ 25,269	\$ 26,569	\$ 32,302	\$ 44,466	\$ 44,887	\$ 41,673	\$ 26,507
Loan accretion income	—	(218)	(399)	(606)	(460)	(826)	(1,071)	(1,919)	(1,041)	(847)
<b>Core:</b> Interest income on loans	\$ 20,821	\$ 20,914	\$ 22,804	\$ 25,563	\$ 26,408	\$ 31,504	\$ 42,484	\$ 42,948	\$ 40,532	\$ 27,660
<b>Average loan balances</b>	\$ 436,420	\$ 490,404	\$ 522,270	\$ 587,119	\$ 603,913	\$ 694,169	\$ 876,611	\$ 861,107	\$ 969,166	\$ 1,386,300
<b>Reported:</b> Yield on loans	4.79%	4.42%	4.44%	4.47%	4.45%	4.73%	5.07%	4.87%	4.29%	4.17%
<b>Core:</b> Yield on loans	4.79%	4.35%	4.37%	4.37%	4.37%	4.61%	4.85%	4.77%	4.19%	4.05%

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
<b>Reported:</b> Allowance for loan losses	\$ 7,159	\$ 6,361	\$ 6,953	\$ 7,598	\$ 7,482	\$ 7,952	\$ 9,399	\$ 12,636	\$ 12,343	\$ 12,406
Additional reserves not part of ALLL	—	1,468	3,835	2,908	2,375	4,522	6,042	4,096	2,428	7,308
<b>Adjusted:</b> Allowance for loan losses	\$ 7,159	\$ 7,819	\$ 10,788	\$ 10,506	\$ 9,857	\$ 12,554	\$ 15,041	\$ 16,656	\$ 15,771	\$ 21,314
<b>Reported:</b> Loan balances	427,821	498,163	571,899	683,960	620,211	764,400	906,227	866,146	988,720	1,474,281
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	(67,176)	(22,072)	(570)
<b>Adjusted:</b> Loan balances	\$ 427,821	\$ 498,163	\$ 571,899	\$ 683,960	\$ 620,211	\$ 764,400	\$ 906,227	\$ 897,971	\$ 944,648	\$ 1,473,711
<b>Reported:</b> LLR / loans	1.64%	1.20%	1.22%	1.32%	1.21%	1.04%	0.89%	1.29%	1.26%	0.91%
<b>Adjusted:</b> LLR / loans	1.64%	1.60%	1.89%	1.32%	1.69%	1.64%	1.66%	1.84%	1.67%	1.46%

(\$ in thousands)

	2013	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
Non-accrual loans	\$ 3,730	\$ 4,599	\$ 5,201	\$ 5,005	\$ 4,995	\$ 5,085	\$ 6,607	\$ 13,796	\$ 7,066	\$ 8,213
Accruing loans > 90 days delinquent	174	941	377	500	227	321	660	600	266	1,208
Non-accrual TSPS	1,252	1,611	1,912	1,809	2,299	2,050	1,070	925	992	1,530
ORE D	1,094	1,746	1,690	2,866	1,699	1,627	1,883	638	0	0
<b>Total non-performing assets</b>	\$ 6,250	\$ 8,697	\$ 9,080	\$ 10,180	\$ 9,221	\$ 10,693	\$ 9,932	\$ 16,932	\$ 8,263	\$ 11,251
<b>Total assets</b>	\$ 693,453	\$ 775,044	\$ 864,893	\$ 913,526	\$ 927,269	\$ 1,090,108	\$ 1,328,161	\$ 1,490,292	\$ 1,620,743	\$ 2,191,485
Paycheck Protection Plan ("PPP") loans	—	—	—	—	—	—	—	67,176	22,072	570
<b>Total assets (excl. PPP)</b>	\$ 693,453	\$ 775,044	\$ 864,893	\$ 913,526	\$ 927,269	\$ 1,090,108	\$ 1,328,161	\$ 1,420,117	\$ 1,598,671	\$ 2,190,915
<b>Reported:</b> NPAs / assets (excl. TDRs)	0.91%	1.16%	1.05%	1.14%	0.99%	0.97%	0.72%	1.09%	0.51%	0.53%
<b>Adjusted:</b> NPAs / assets (excl. TDRs & PPP)	0.91%	1.15%	1.05%	1.14%	0.99%	0.97%	0.72%	1.11%	0.62%	0.53%

# Non-GAAP Reconciliation

(\$ in thousands)

	2010	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
Net interest income	\$ 24,427	\$ 26,263	\$ 27,370	\$ 30,064	\$ 30,766	\$ 34,369	\$ 43,168	\$ 46,881	\$ 49,676	\$ 32,633
Non interest income	5,359	6,074	6,890	7,913	7,792	9,099	10,670	18,148	15,947	6,249
<b>Reported Revenue</b>	<b>29,786</b>	<b>31,437</b>	<b>34,220</b>	<b>37,967</b>	<b>38,518</b>	<b>43,458</b>	<b>53,829</b>	<b>64,029</b>	<b>64,622</b>	<b>38,873</b>
Realized loss (gain) on securities	(630)	(541)	(600)	(826)	(600)	(1,200)	(621)	(2,348)	(1,567)	(538)
Non-recurring income	—	—	—	—	—	—	(209)	—	—	(1,151)
<b>Core Revenue</b>	<b>\$ 29,156</b>	<b>\$ 30,896</b>	<b>\$ 33,614</b>	<b>\$ 37,141</b>	<b>\$ 37,918</b>	<b>\$ 42,258</b>	<b>\$ 53,002</b>	<b>\$ 61,681</b>	<b>\$ 62,555</b>	<b>\$ 37,284</b>
<b>Reported Non-interest expense</b>	<b>19,821</b>	<b>21,015</b>	<b>23,616</b>	<b>24,709</b>	<b>25,489</b>	<b>31,383</b>	<b>38,030</b>	<b>41,636</b>	<b>46,636</b>	<b>31,445</b>
Amortization of intangibles	—	(9)	(41)	(70)	(70)	(208)	(956)	(994)	(994)	(767)
Loan accretion income	—	218	399	505	458	828	1,971	1,919	1,041	—
Non-recurring expense	—	—	(452)	—	—	(2,076)	(2,119)	—	—	(2,552)
<b>Core Non-interest expense</b>	<b>\$ 19,821</b>	<b>\$ 21,024</b>	<b>\$ 23,622</b>	<b>\$ 25,245</b>	<b>\$ 26,074</b>	<b>\$ 29,607</b>	<b>\$ 38,532</b>	<b>\$ 42,601</b>	<b>\$ 46,569</b>	<b>\$ 27,638</b>
<b>Reported Efficiency Ratio</b>	<b>66.5%</b>	<b>66.8%</b>	<b>69.0%</b>	<b>66.6%</b>	<b>66.2%</b>	<b>72.2%</b>	<b>70.7%</b>	<b>66.0%</b>	<b>72.3%</b>	<b>80.9%</b>
<b>Core Efficiency Ratio</b>	<b>69.0%</b>	<b>69.0%</b>	<b>70.0%</b>	<b>68.6%</b>	<b>68.7%</b>	<b>70.7%</b>	<b>69.7%</b>	<b>69.0%</b>	<b>74.6%</b>	<b>76.1%</b>
<b>Average total assets</b>	<b>\$ 691,000</b>	<b>\$ 761,431</b>	<b>\$ 917,361</b>	<b>\$ 989,016</b>	<b>\$ 911,078</b>	<b>\$ 1,001,008</b>	<b>\$ 1,206,064</b>	<b>\$ 1,427,176</b>	<b>\$ 1,673,061</b>	<b>\$ 2,020,616</b>
<b>Reported NE to average total assets</b>	<b>2.9%</b>	<b>2.8%</b>	<b>2.9%</b>	<b>2.6%</b>	<b>2.8%</b>	<b>3.1%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>3.0%</b>	<b>3.1%</b>
<b>Core NE to average total assets</b>	<b>2.9%</b>	<b>2.6%</b>	<b>2.9%</b>	<b>2.6%</b>	<b>2.8%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>3.0%</b>	<b>3.0%</b>	<b>2.8%</b>

(\$ in thousands)

	2010	2014	2015	2016	2017	2018	2019	2020	2021	Q2'2022 YTD
Total stockholders' equity	\$ 66,751	76,166	90,902	94,108	92,060	101,494	123,642	161,889	168,616	136,664
Goodwill	—	(1,811)	(2,661)	(2,792)	(2,792)	(8,170)	(11,106)	(11,009)	(11,309)	(22,516)
Other intangibles	—	(84)	(623)	(494)	(621)	(8,422)	(6,114)	(4,119)	(8,326)	(6,888)
Tangible common equity	\$ 66,751	\$ 74,470	\$ 77,625	\$ 80,822	\$ 88,644	\$ 89,672	\$ 117,210	\$ 136,661	\$ 142,960	\$ 126,451
Ending number of common shares outstanding	2,641,154	2,844,167	2,951,417	2,960,167	2,964,507	3,029,157	3,451,797	3,462,906	3,490,701	4,296,549
<b>Tangible book value per share</b>	<b>\$ 23.50</b>	<b>\$ 26.18</b>	<b>\$ 27.29</b>	<b>\$ 26.26</b>	<b>\$ 31.02</b>	<b>\$ 29.67</b>	<b>\$ 35.99</b>	<b>\$ 39.41</b>	<b>\$ 40.91</b>	<b>\$ 25.24</b>
Accumulated Other Comprehensive Income (AOCI)	(3,151)	1,568	1,406	(1,806)	684	(2,796)	4,261	10,411	4,276	(57,781)
Ending number of common shares outstanding	2,641,154	2,844,167	2,951,417	2,960,167	2,964,507	3,029,157	3,451,797	3,462,906	3,490,701	4,296,549
Accumulated Other Comprehensive Income per Share	(1.11)	0.66	0.49	(0.65)	0.24	(0.92)	1.23	3.02	1.23	(13.45)
<b>Tangible book value per share (incl. AOCI)</b>	<b>\$ 24.91</b>	<b>\$ 26.63</b>	<b>\$ 28.80</b>	<b>\$ 26.78</b>	<b>\$ 30.78</b>	<b>\$ 30.69</b>	<b>\$ 32.76</b>	<b>\$ 38.89</b>	<b>\$ 39.68</b>	<b>\$ 28.69</b>