

# Amalgamated Financial Corp.

First Quarter 2025 Earnings Presentation  
April 24, 2025

# Safe Harbor Statements

## FORWARD-LOOKING STATEMENTS

Statements included in this presentation that are not historical in nature are intended to be, and are hereby identified as, forward-looking statements within the meaning of the Private Securities Litigation Reform Act, Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally can be identified through the use of forward-looking terminology such as “may,” “will,” “anticipate,” “aspire,” “should,” “would,” “believe,” “contemplate,” “expect,” “estimate,” “continue,” “in the future,” “may” and “intend,” as well as other similar words and expressions of the future. Forward-looking statements are subject to known and unknown risks, uncertainties and other factors, any or all of which could cause actual results to differ materially from the results expressed or implied by such forward-looking statements. These risks and uncertainties include, but are not limited to:

1. uncertain conditions in the banking industry and in national, regional and local economies in core markets, which may have an adverse impact on business, operations and financial performance;
2. deterioration in the financial condition of borrowers resulting in significant increases in credit losses and provisions for those losses;
3. deposit outflows and subsequent declines in liquidity caused by factors that could include lack of confidence in the banking system, a deterioration in market conditions or the financial condition of depositors;
4. changes in deposits, including an increase in uninsured deposits;
5. ability to maintain sufficient liquidity to meet deposit and debt obligations as they come due, which may require that the Company sell investment securities at a loss, negatively impacting net income, earnings and capital;
6. unfavorable conditions in the capital markets, which may cause declines in stock price and the value of investments;
7. negative economic and political conditions that adversely affect the general economy, housing prices, the real estate market, the job market, consumer confidence, the financial condition of borrowers and consumer spending habits, which may affect, among other things, the level of non-performing assets, charge-offs and provision expense;
8. fluctuations or unanticipated changes in the interest rate environment including changes in net interest margin or changes in the yield curve that affect investments, loans or deposits;
9. the general decline in the real estate and lending markets, particularly in commercial real estate in the Company’s market areas, and the effects of the enactment of or changes to rent-control and other similar regulations on multi-family housing;
10. potential implementation by the current presidential administration of a regulatory reform agenda that is significantly different from that of the prior presidential administration, impacting the rule making, supervision, examination and enforcement of the banking regulation agencies;
11. changes in U.S. trade policies and other global political factors beyond the Company’s control, including the imposition of tariffs, which raise economic uncertainty, potentially leading to slower growth and a decrease in loan demand;
12. the outcome of legal or regulatory proceedings that may be instituted against us;
13. inability to achieve organic loan and deposit growth and the composition of that growth;
14. composition of the Company’s loan portfolio, including any concentration in industries or sectors that may experience unanticipated or anticipated adverse conditions greater than other industries or sectors in the national or local economies in which the Company operates;
15. inaccuracy of the assumptions and estimates the Company makes and policies that the Company implements in establishing the allowance for credit losses;
16. changes in loan underwriting, credit review or loss reserve policies associated with economic conditions, examination conclusions, or regulatory developments;
17. any matter that would cause the Company to conclude that there was impairment of any asset, including intangible assets;
18. limitations on the ability to declare and pay dividends;
19. the impact of competition with other financial institutions, including pricing pressures and the resulting impact on results, including as a result of compression to net interest margin;
20. increased competition for experienced members of the workforce including executives in the banking industry;
21. a failure in or breach of operational or security systems or infrastructure, or those of third party vendors or other service providers, including as a result of unauthorized access, computer viruses, phishing schemes, spam attacks, human error, natural disasters, power loss and other security breaches;
22. increased regulatory scrutiny and exposure from the use of “big data” techniques, machine learning, and artificial intelligence;
23. a downgrade in the Company’s credit rating;
24. “greenwashing claims” against the Company and environmental, social, and governance (“ESG”) products and increased scrutiny and political opposition to ESG and diversity, equity, and inclusion (“DEI”) practices;
25. any unanticipated or greater than anticipated adverse conditions (including the possibility of earthquakes, wildfires, and other natural disasters) affecting the markets in which the Company operates;
26. physical and transitional risks related to climate change as they impact the business and the businesses that the Company finances;
27. future repurchase of the Company’s shares through the Company’s common stock repurchase program; and
28. descriptions of assumptions underlying or relating to any of the foregoing.

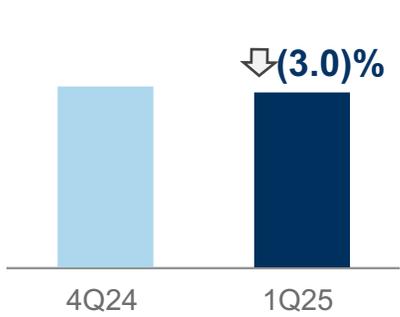
Additional factors which could affect the forward-looking statements can be found in the Company’s Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K filed with the SEC and available on the SEC’s website at <https://www.sec.gov/>. The Company disclaims any obligation to update or revise any forward-looking statements contained in this release, which speak only as of the date hereof, whether as a result of new information, future events or otherwise, except as required by law.

## NON-GAAP FINANCIAL MEASURES

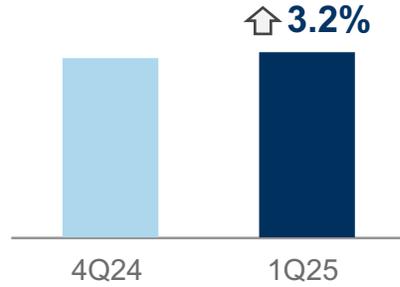
This presentation contains certain non-GAAP financial measures including, without limitation, “Core Operating Revenue,” “Core Non-interest Expense,” “Tangible Common Equity,” “Average Tangible Common Equity,” “Core Efficiency Ratio,” “Core Net Income,” “Core ROAA,” and “Core ROATCE.” We believe these non-GAAP financial measures provide useful information to management and investors that is supplementary to our financial condition, results of operations and cash flows computed in accordance with GAAP. Specifically, we believe these non-GAAP financial measures (a) allow management and investors to better assess our performance by removing volatility that is associated with discrete items that are unrelated to our core business, and (b) enable a more complete understanding of factors and trends affecting our business. Non-GAAP financial measures, however, have inherent limitations, are not required to be uniformly applied, and are not audited. Accordingly, these non-GAAP financial measures should not be considered as substitutes for GAAP financial measures, and we strongly encourage investors to review the GAAP financial measures included in this presentation and not to place undue reliance on any single financial measure. In addition, because non-GAAP financial measures are not standardized, it may not be possible to compare the non-GAAP financial measures presented in this presentation with other companies’ non-GAAP financial measures having the same or similar names. As such, you should not view these disclosures as a substitute for results determined in accordance with GAAP, and they are not necessarily comparable to non-GAAP financial measures that other companies use. Reconciliations of non-GAAP financial disclosures to what we believe to be the most directly comparable GAAP measures found in this presentation are set forth in the final pages of this presentation and also may be viewed on the bank’s website, [amalgamatedbank.com](http://amalgamatedbank.com).

You should assume that all numbers presented are unaudited unless otherwise noted.

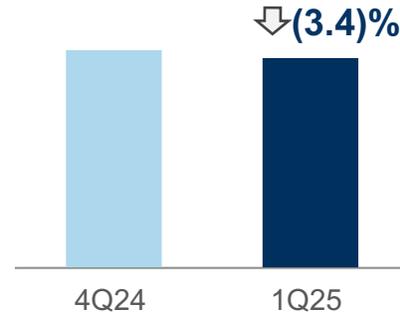
# 1Q25 Highlights - Results as Expected



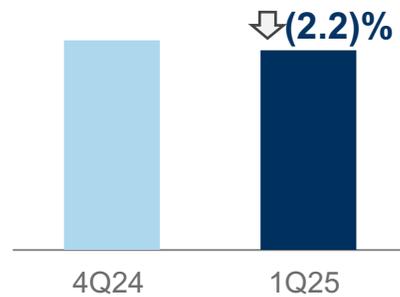
Core Net Income<sup>1,2</sup>  
**\$27.1mm**



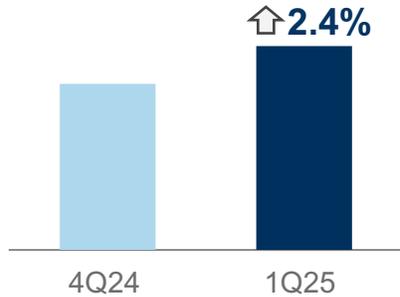
Deposit Growth<sup>3</sup>  
**\$231.5mm**



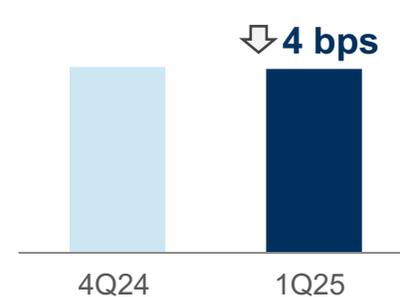
Net Interest Income  
**\$70.6mm**



Core EPS<sup>1,2</sup>  
**\$0.88**



Leverage Ratio  
**9.22%**

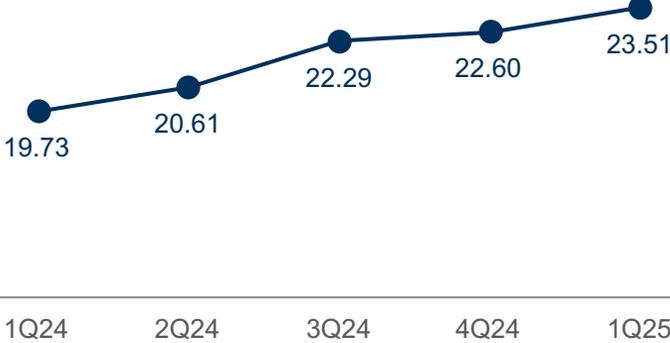


Net Interest Margin  
**3.55%**

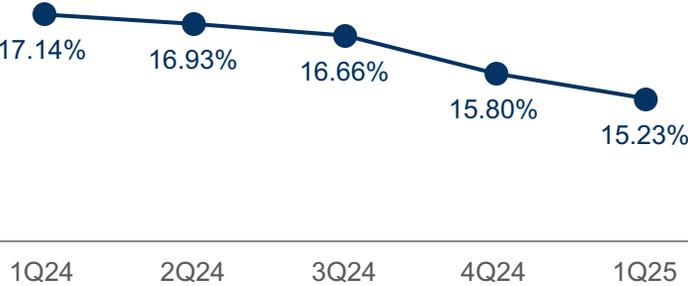


# Performance Tracking

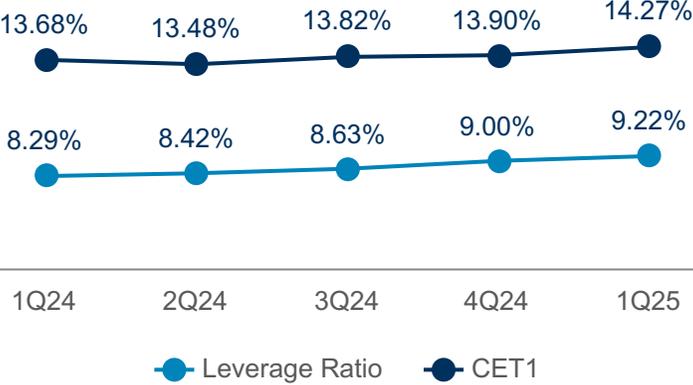
## TBV PER-SHARE (\$)



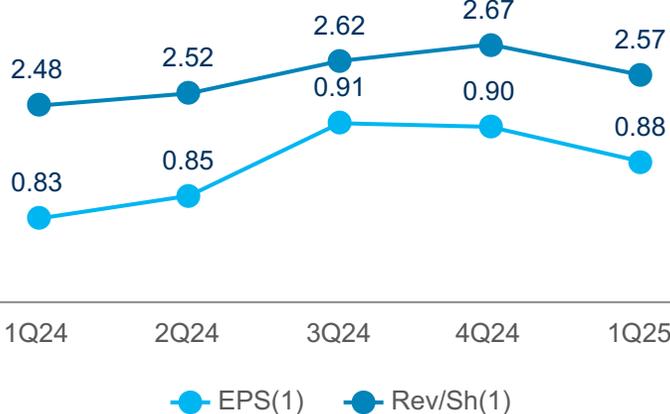
## CORE ROAE



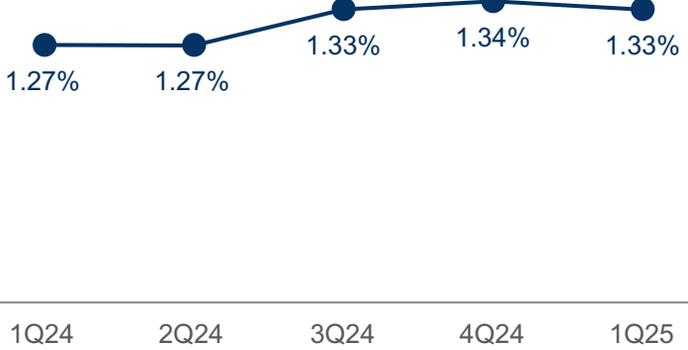
## CAPITAL RATIOS



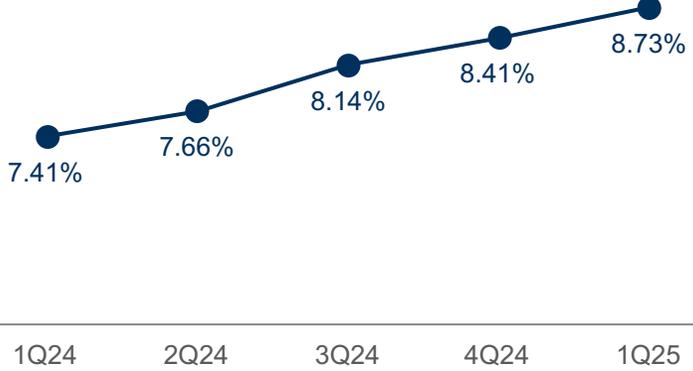
## PER-SHARE KPI'S (\$)



## CORE ROAA



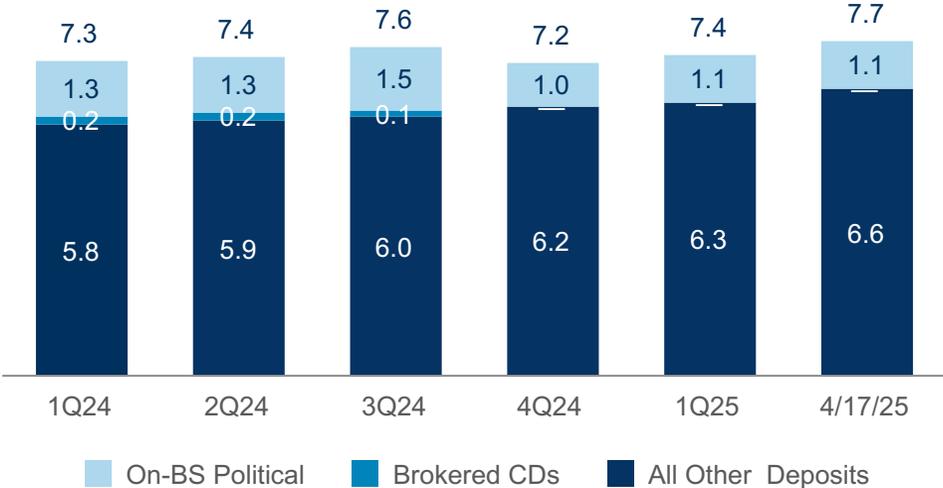
## TCE RATIO



# Deposit Portfolio

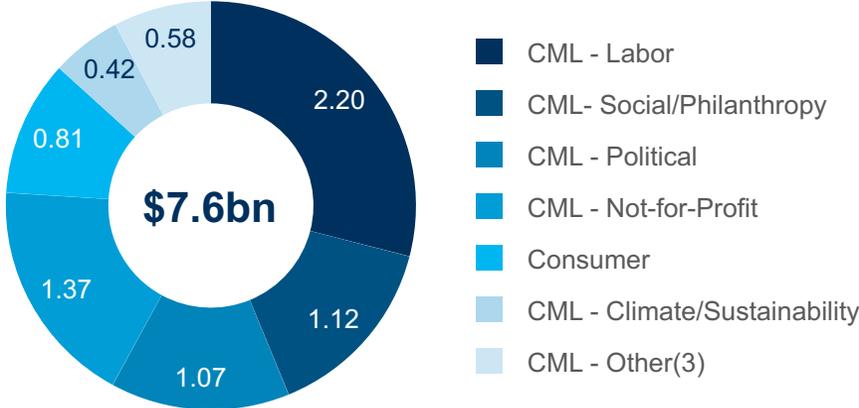
## TOTAL GAAP DEPOSITS<sup>1</sup>

(\$bn)



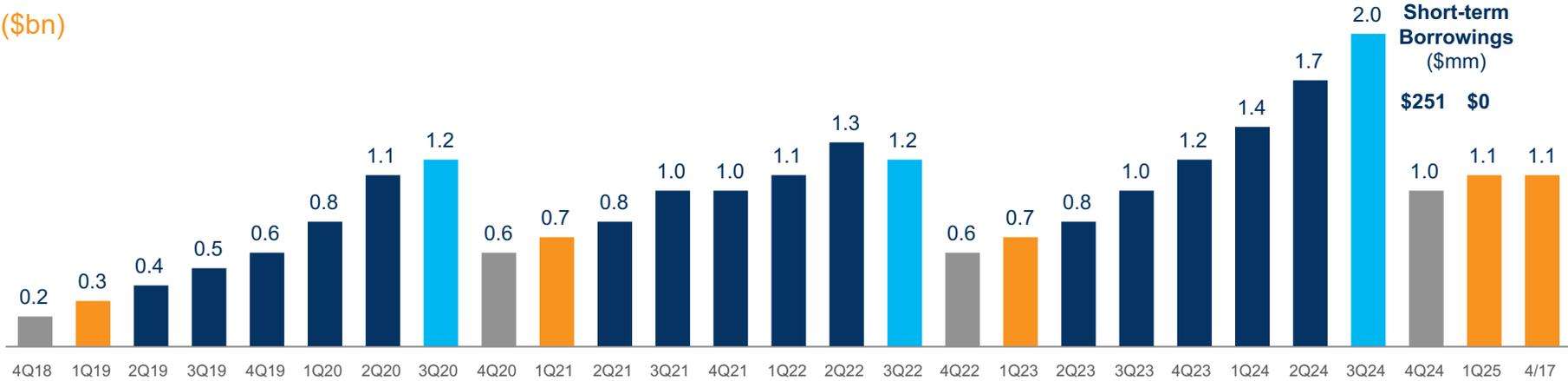
## TOTAL CORE DEPOSITS<sup>2</sup> BY IMPACT SEGMENT

(\$bn)



## POLITICAL DEPOSITS<sup>1</sup>

(\$bn)



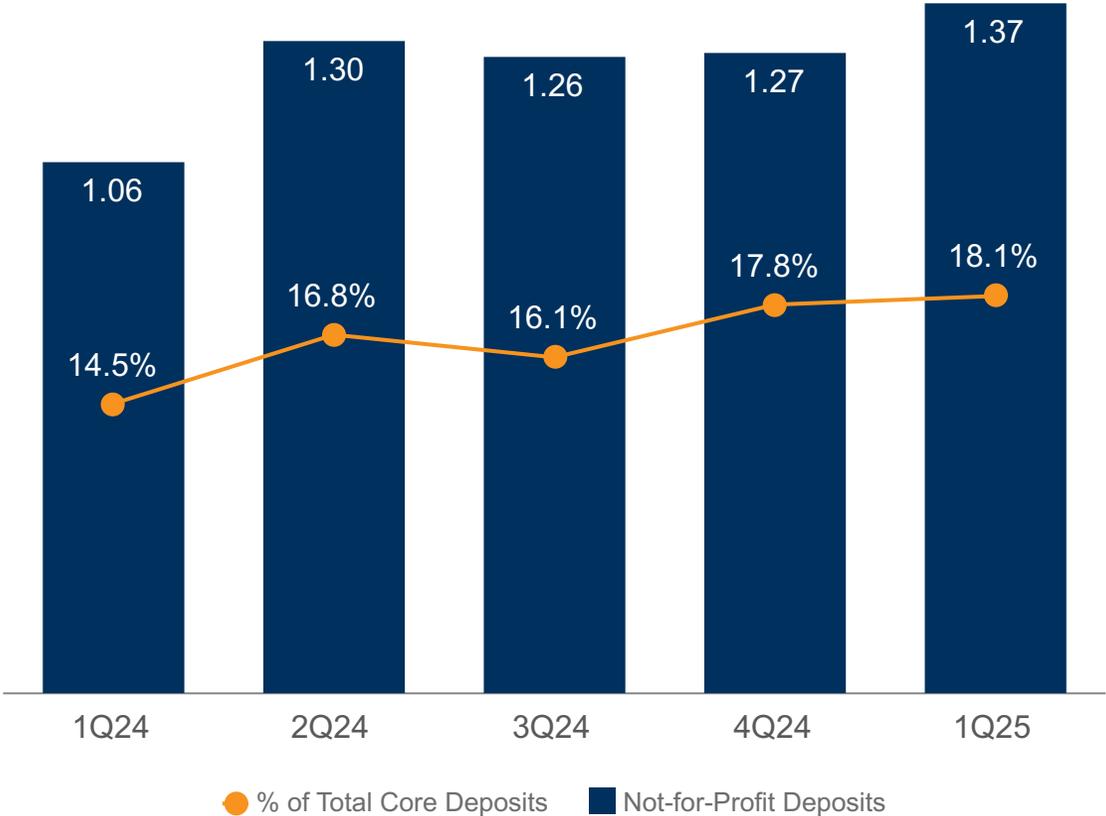
- High deposit points reflected in the quarter **preceding** a major election
- Low deposit points reflected in the quarter **during** a major election
- Initial deposit rebuild reflected in the quarter **after** a major election

<sup>1</sup> For additional relevant data points, please refer to the Metrics Index slides on Appendix pages 28-29  
<sup>2</sup> See Core Deposits disclosure on Appendix page 19 for reconciliation of total GAAP Deposits to total Core Deposits  
<sup>3</sup> CML - Other contains but is not limited to: nursing homes, commercial real estate, and non-impact accounts

# Not-for-Profit Deposits

## TOTAL NOT-FOR-PROFIT DEPOSITS

(\$bn)



## NOT-FOR-PROFIT CUSTOMERS

- Tax exempt (501c3) institutions intended to provide a service to their members and serve the mission of their specific organization
- Includes advocacy organizations, social service providers, organizers and consultants, social clubs, civic leagues, welfare groups

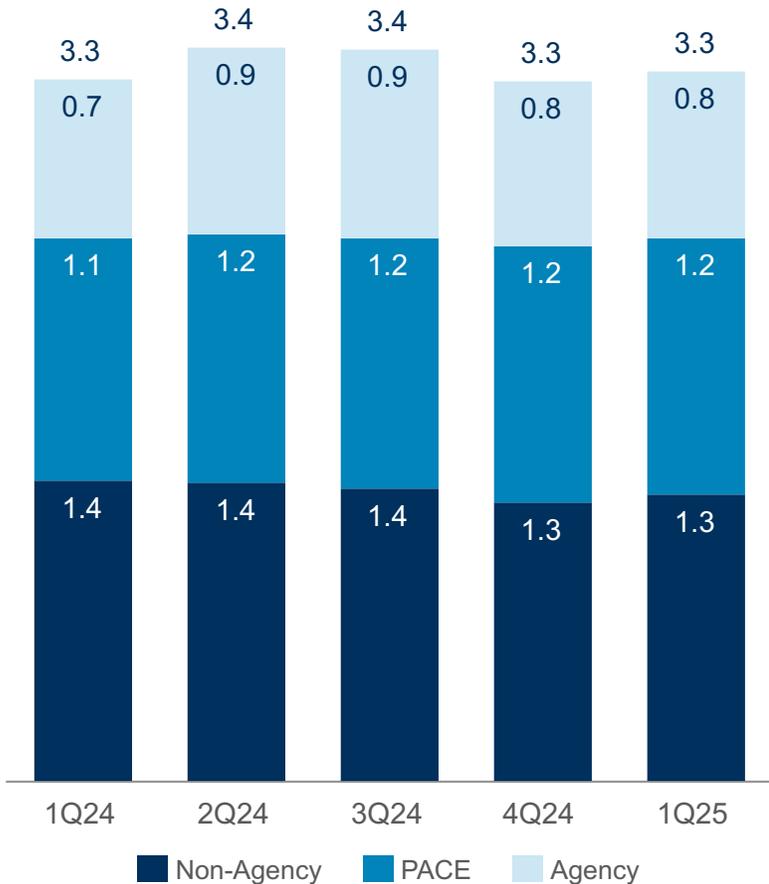
## SOCIAL/PHILANTHROPY CUSTOMERS

(not included in chart)

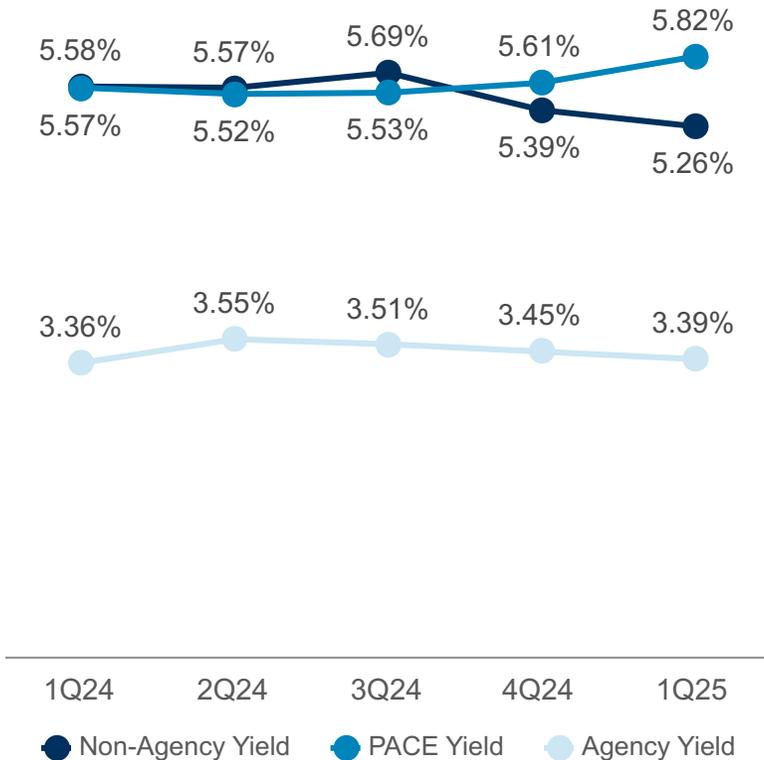
- Mission-based foundations and charitable organizations that serve as a financial intermediary for a philanthropic donor, often with a primary focus on driving positive societal change and serving the common good
- Some of these customers also hold 501c3 tax exempt status, but maintain substantially different risk profiles than our NFP segment

# Investment Securities

**SECURITIES – BOOK VALUE<sup>1,2,3</sup>**  
(\$bn)



**SECURITIES – YIELDS<sup>2</sup>**  
(\$bn)



1 Securities book value excludes unrealized Available for Sale (AFS) gain / loss on sale  
 2 Non-Agency includes corporate bonds  
 3 For additional relevant data points, please refer to the Metrics Index slides on Appendix pages 28-29



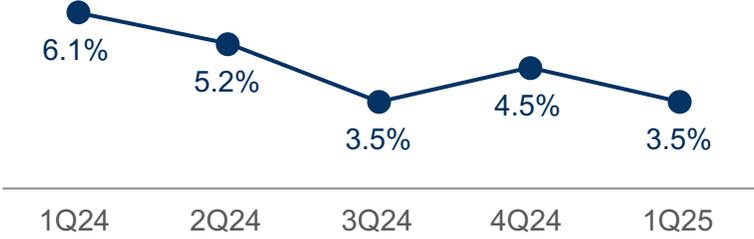
# Investment Securities Composition

**AFS PORTFOLIO COMPOSITION**<sup>1,2,3</sup>  
(\$mm)

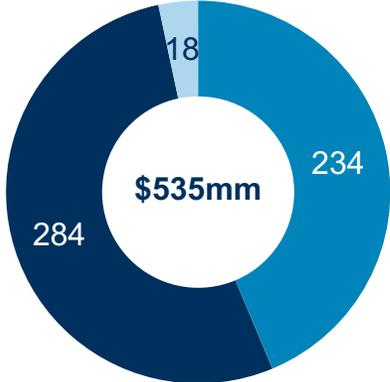


**VALUATION LOSS AS A % OF PORTFOLIO BALANCE**<sup>2,3</sup>

**AFS:**



**HTM PORTFOLIO COMPOSITION**<sup>1,2,3</sup>  
(\$mm)



**HTM:**



■ Agency   
 ■ Non-Agency   
 ■ Corporates & Other

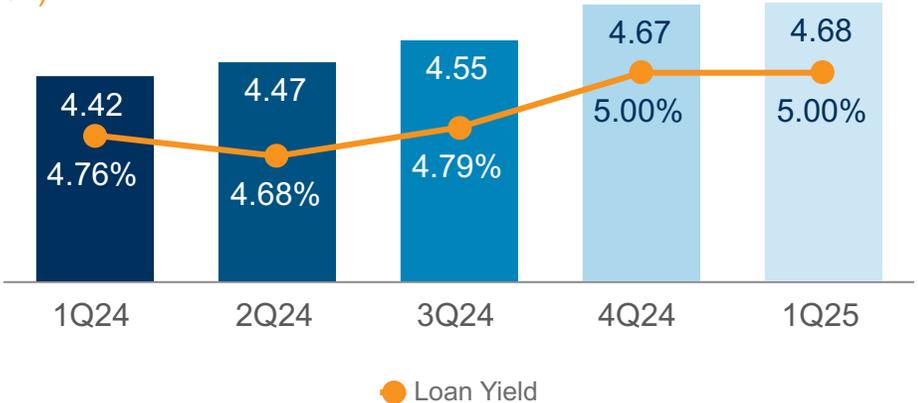
1 Both AFS and HTM securities balances shown at amortized cost  
 2 PACE assets not included in portfolio composition or valuation loss charts  
 3 For additional relevant data points, please refer to the Metrics Index slides on Appendix pages 28-29



# Loans Held for Investment

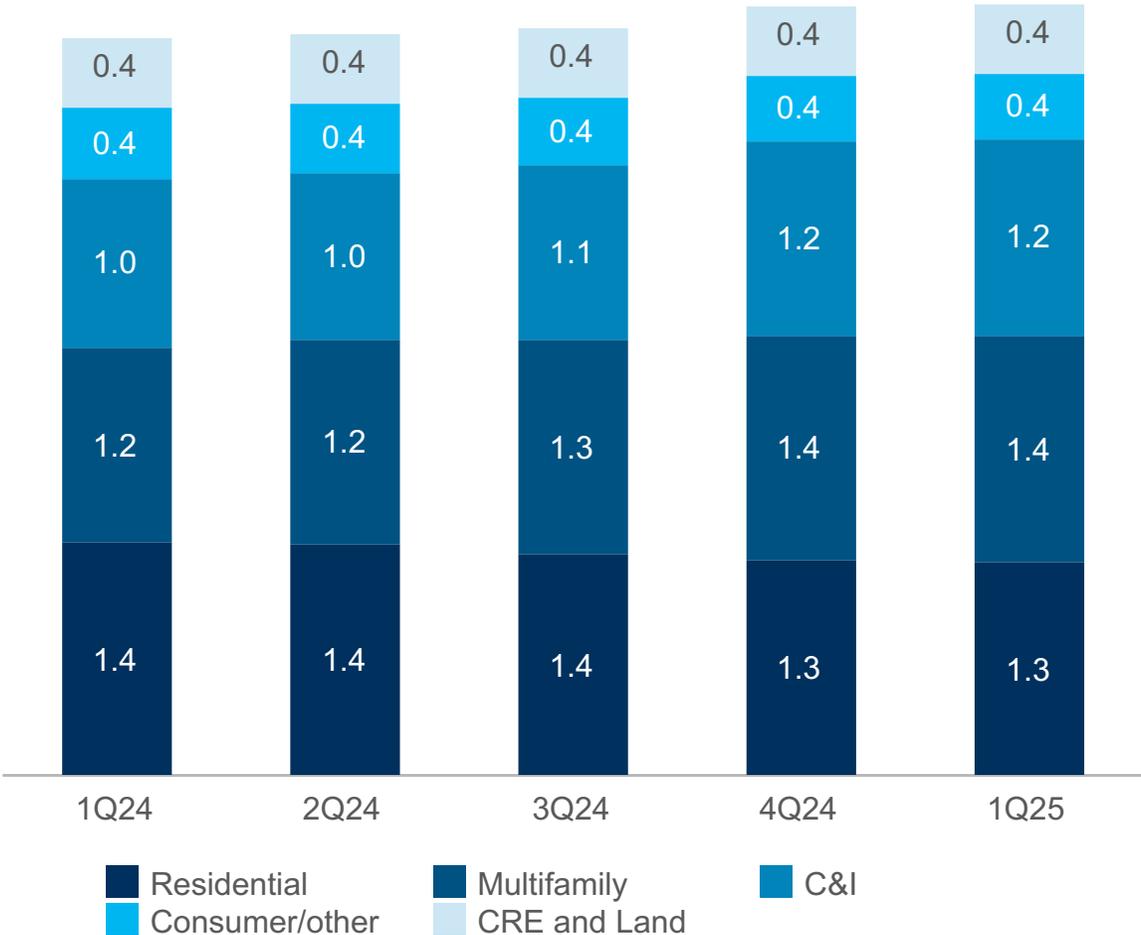
## TOTAL LOANS

(\$bn)



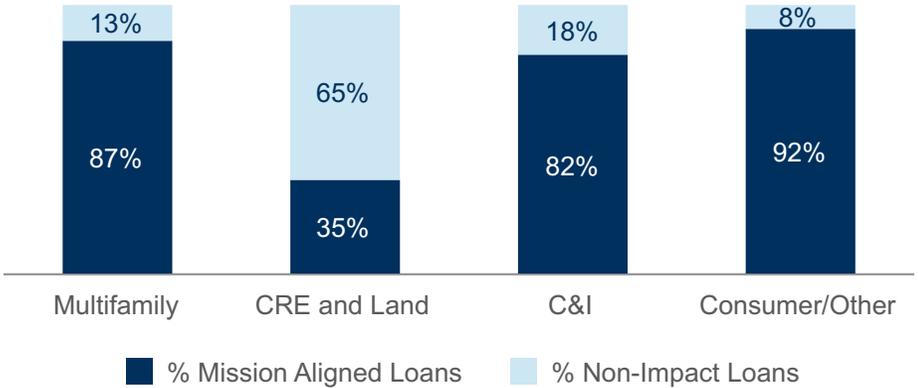
## LOAN COMPOSITION

(\$bn)



## MISSION-ALIGNED LOAN COMPOSITION<sup>1,2,3</sup>

(%)

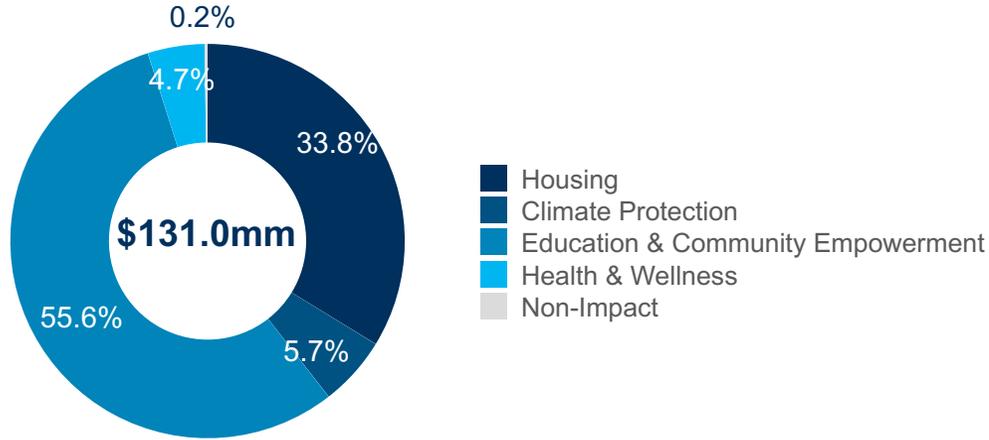


1 Does not include residential or HELOC loans  
 2 For more detail on the mission-aligned loan portfolio, please refer to slides 24-25  
 3 For additional relevant data points, please refer to the Metrics Index slides on Appendix pages 28-29

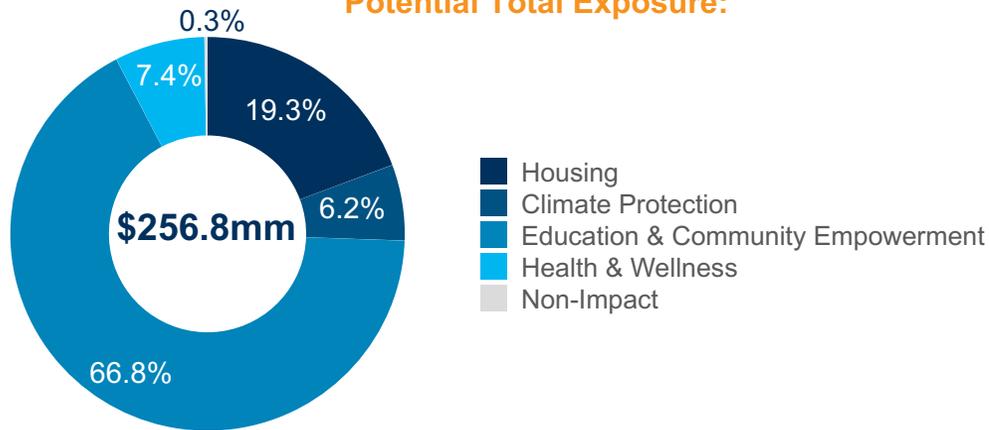
# Not-for-Profit Loan Composition - 501(c)(3)

## TOTAL NOT-FOR-PROFIT LOANS

### Current Balance:



### Potential Total Exposure:



## NOT-FOR-PROFIT LOAN DELINQUENCY SNAPSHOT

(\$mm)

	\$	% of NFP Portfolio
<b>Total NFP Loan Balance</b>	<b>131.0</b>	<b>100.0%</b>
Non-Performing	0.7	0.5%
Criticized/Classified	4.9	3.7%
30-89 DPD	—	—%
Net Charge-Offs, TTM	—	—%

## NOT-FOR-PROFIT LOAN RISK PROFILE

(\$mm)

<b>Total NFP Loan Balance</b>	<b>\$131.0</b>
% of Total C&I Loans	11.1%
% of Total Loans	2.8%
% of Total Assets	1.6%
% of Tier 1 Capital	17.0%

## DEPOSIT RELATIONSHIPS

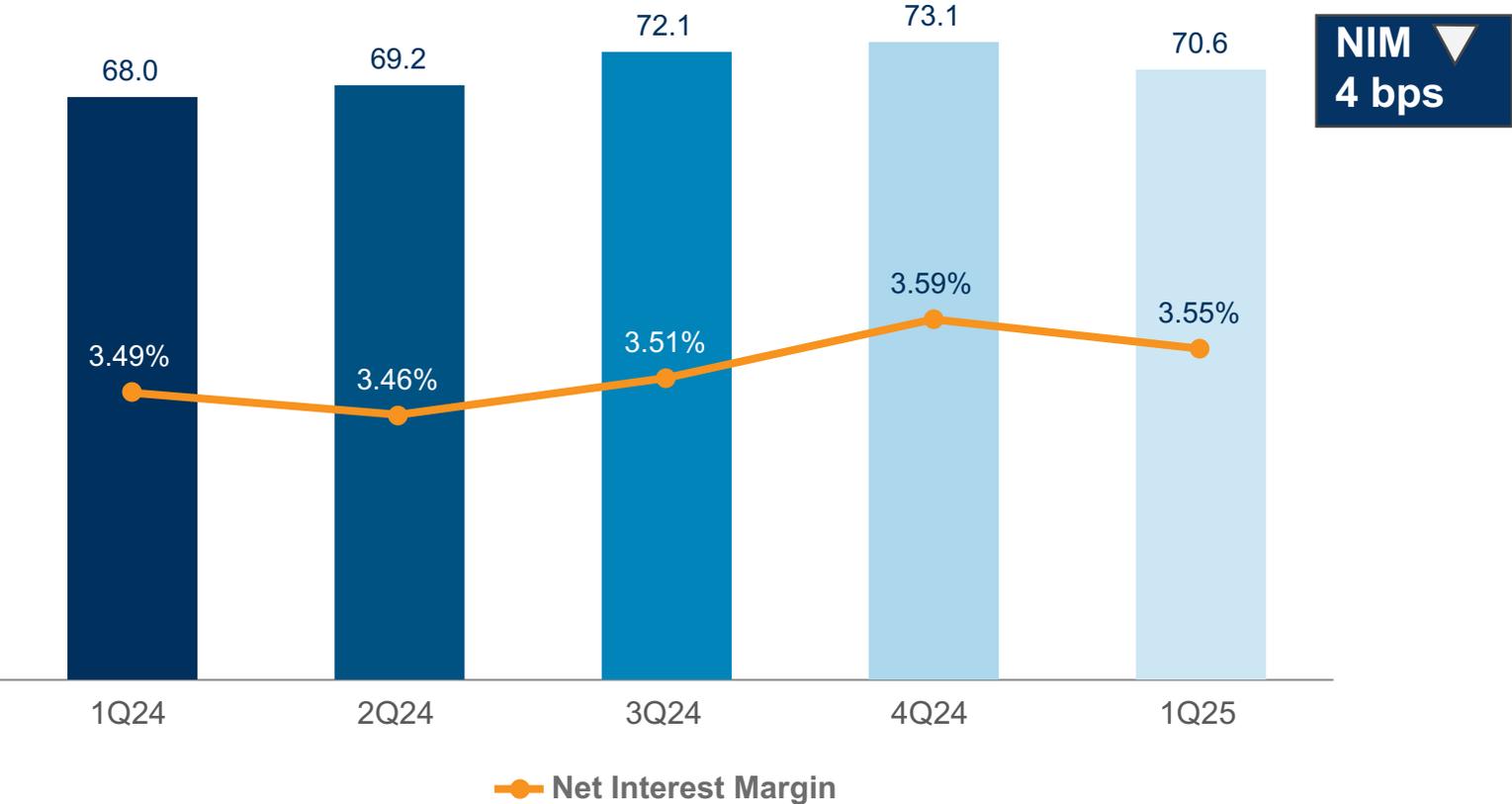
(\$mm)

<b>Total Deposits Held by Customers with NFP Loans</b>	<b>\$58.9</b>
<b>% of NFP Loan Customers with Deposit Accounts</b>	<b>84%</b>

# Net Interest Income & Margin

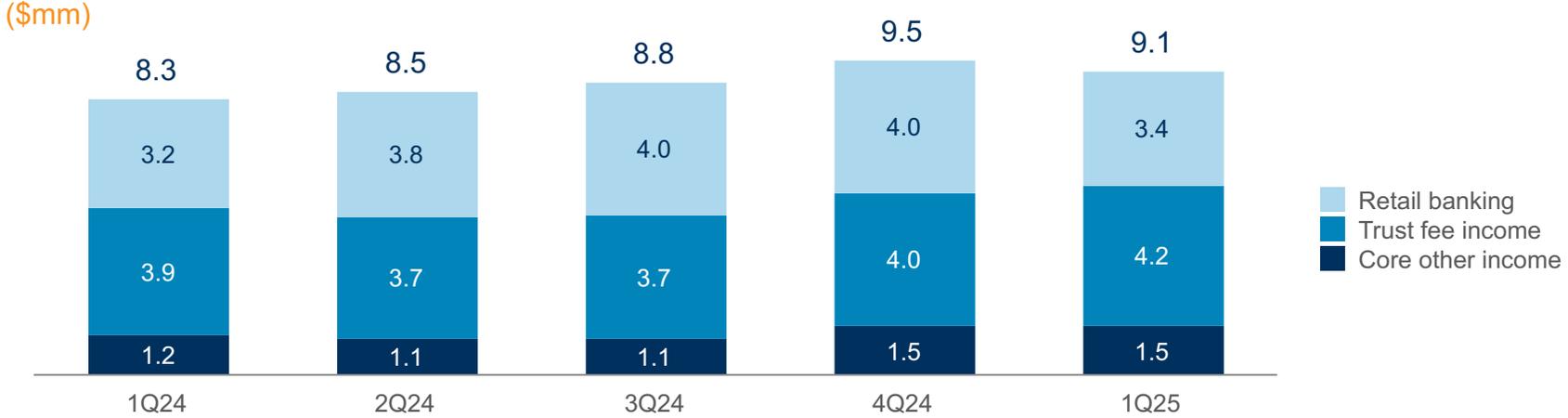
## NET INTEREST INCOME & MARGIN

(\$mm)

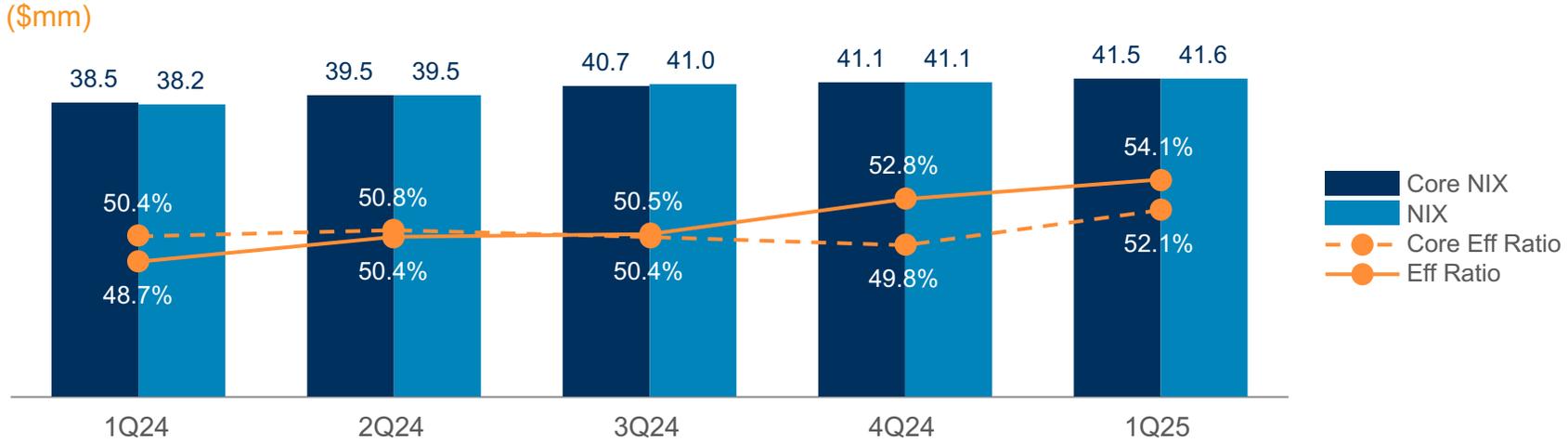


# Non-Interest Income and Expense

## CORE NON-INTEREST INCOME<sup>1,2</sup>



## NON-INTEREST EXPENSE<sup>1</sup>

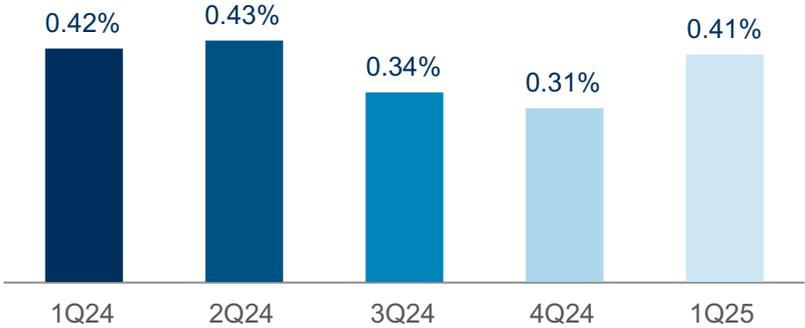


<sup>1</sup> See non-GAAP disclosures on pages 30-31  
<sup>2</sup> For additional relevant data points, please refer to the Metrics Index slides on appendix pages 28-29



# Credit Quality

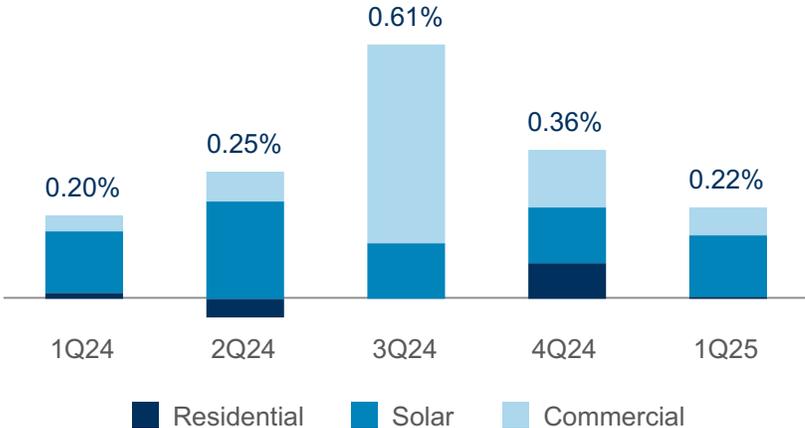
## NON-PERFORMING ASSETS / TOTAL ASSETS



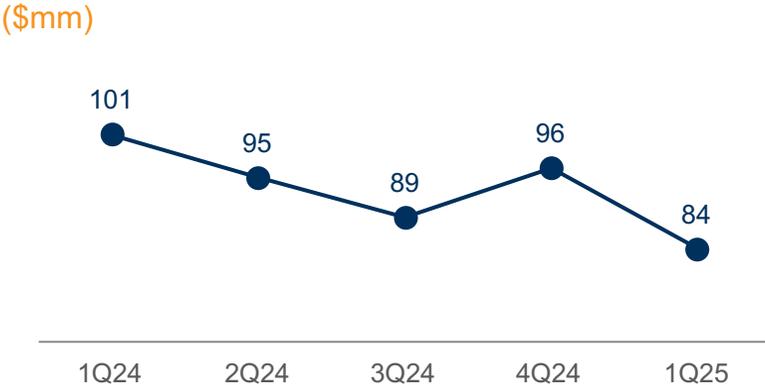
## 1Q25 HIGHLIGHTS<sup>2</sup>

- Net charge-offs of 0.22% include:
  - \$0.8 million in charge-offs on small business commercial & industrial loans
  - \$1.7 million in charge-offs on consumer solar loans
- One \$8.3 million commercial & industrial loan was placed on non-accrual in the quarter
- Pass rated loans are 98% of loan portfolio

## QUARTERLY NET CHARGE-OFFS / AVERAGE LOANS<sup>1</sup>



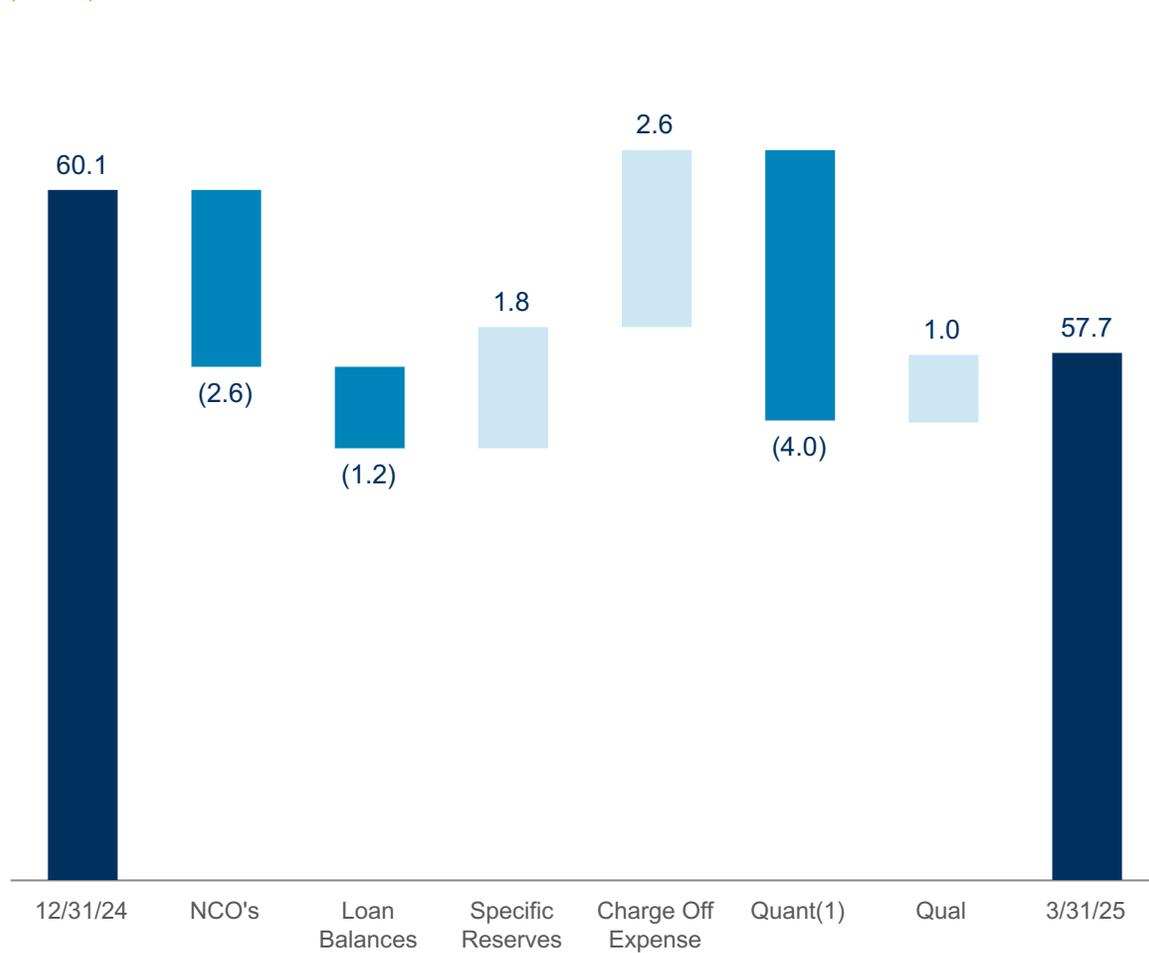
## CRITICIZED AND CLASSIFIED LOANS (\$mm)



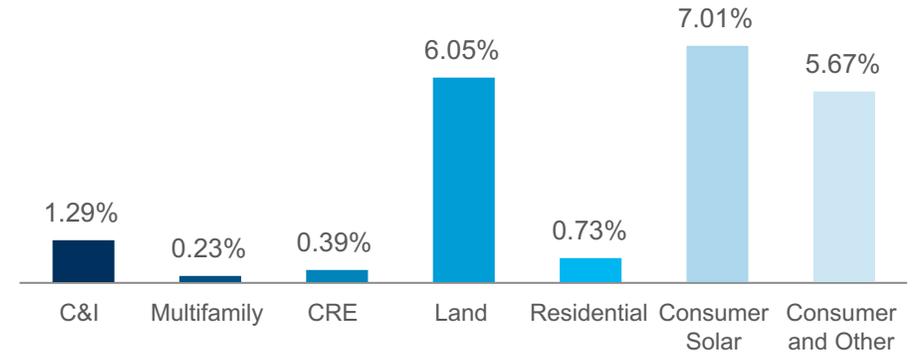
# Allowance for Credit Losses on Loans

## ALLOWANCE WATERFALL

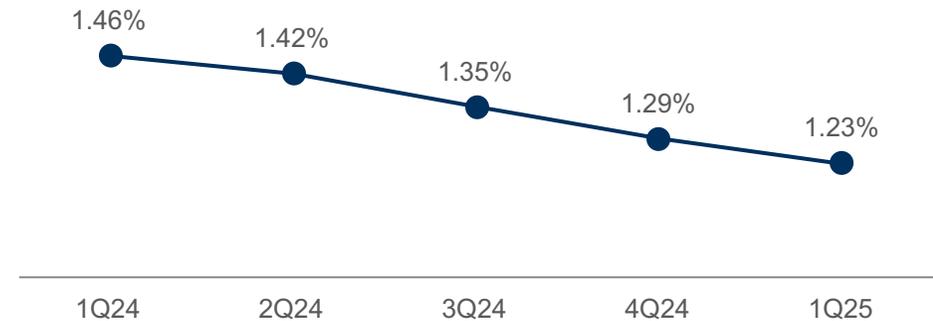
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## ACL COVERAGE RATIO BY LOAN TYPE



## ALLOWANCE FOR CREDIT LOSSES ON LOANS / TOTAL LOANS



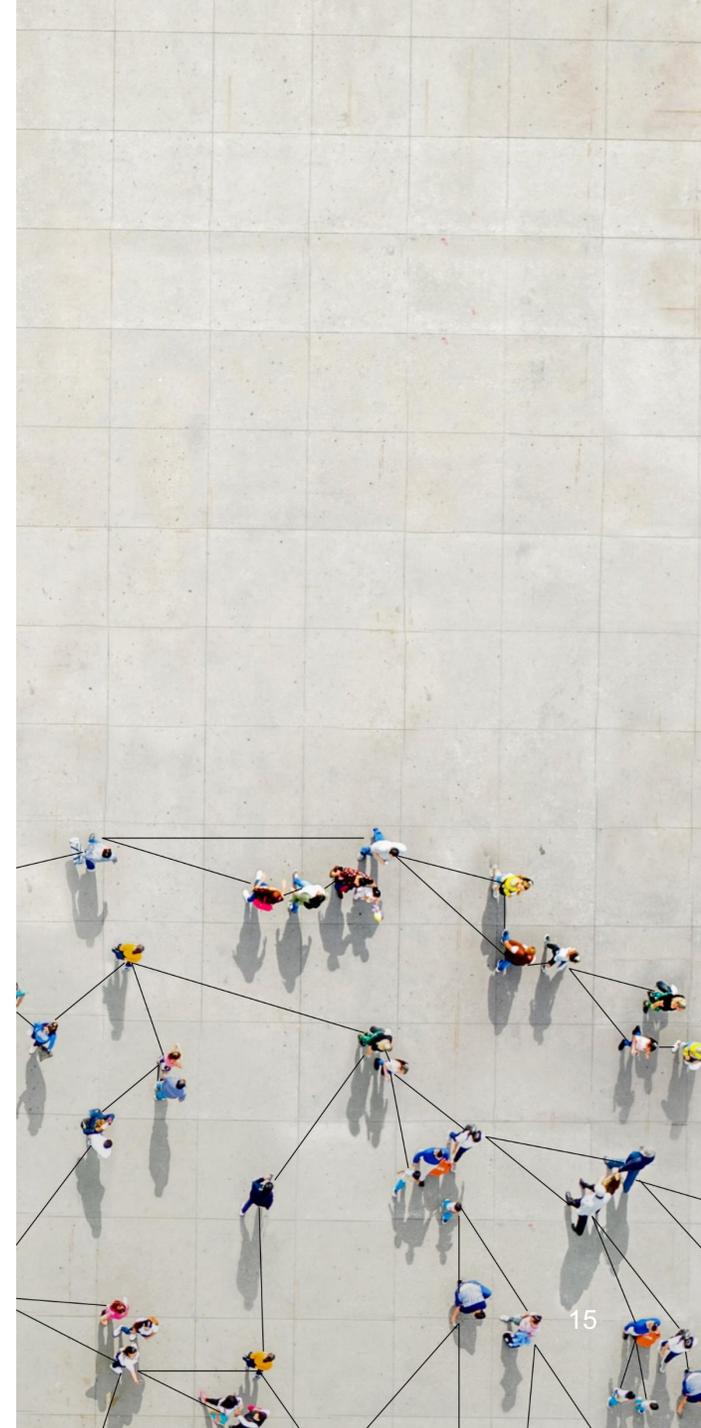
# 2025 Guidance

## INTEREST REVENUE AND EARNINGS OUTLOOK - UNCHANGED FROM Q1 2025

- Net Interest Income of \$293 million to \$297 million.
- Core pre-tax pre-provision earnings of \$159 million to \$163 million.

## PERFORMANCE TARGETS

- YE Balance Sheet growth ~ 3%
- 9.0% Tier 1 leverage baseline
- 52% core efficiency outer band
- 1.3% annual core ROAA
- 3.5% - 5.0% core revenue growth



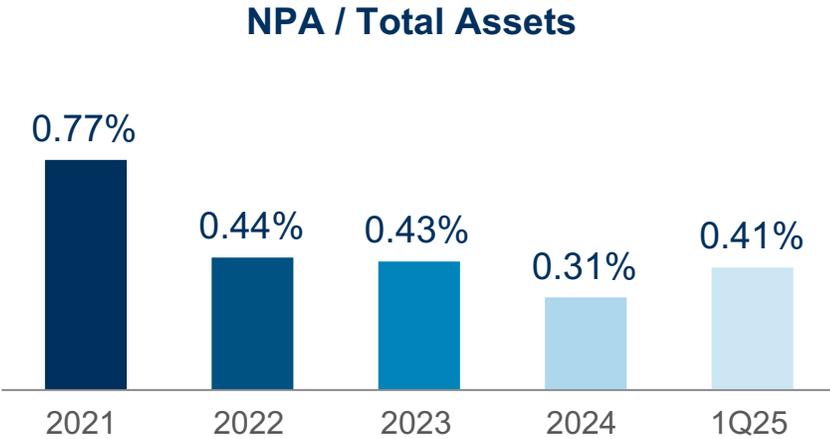
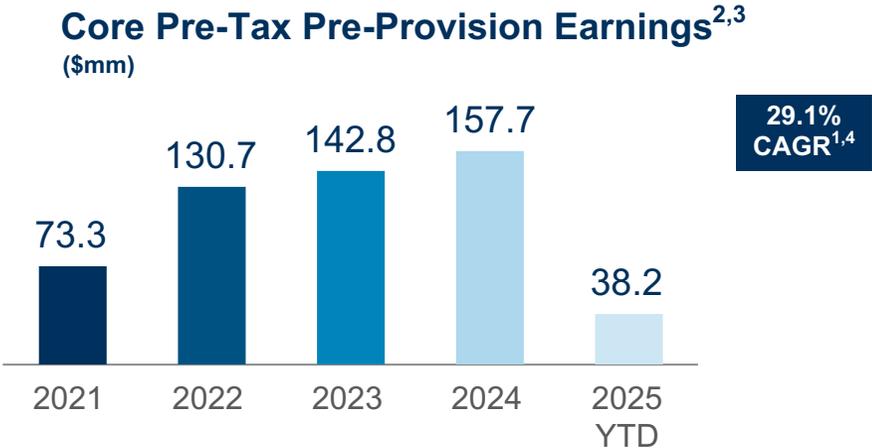
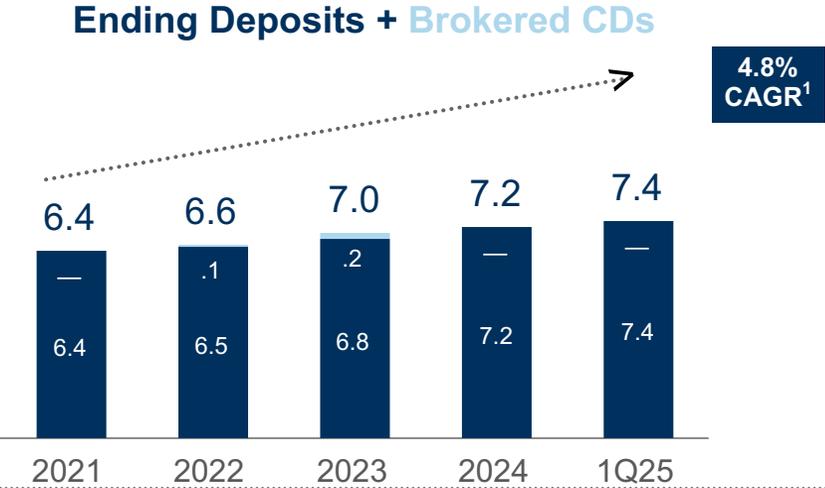
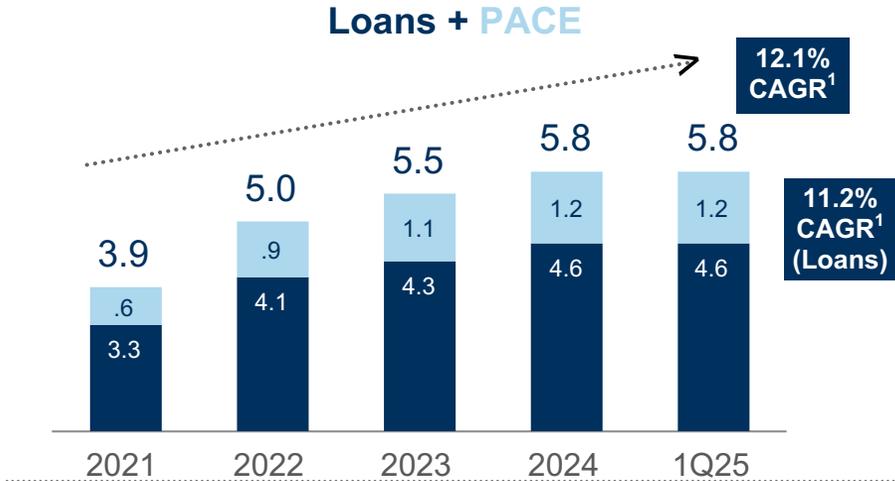
Appendix



# Trends

## KEY FINANCIAL TRENDS THROUGH 1Q25

(\$bn)



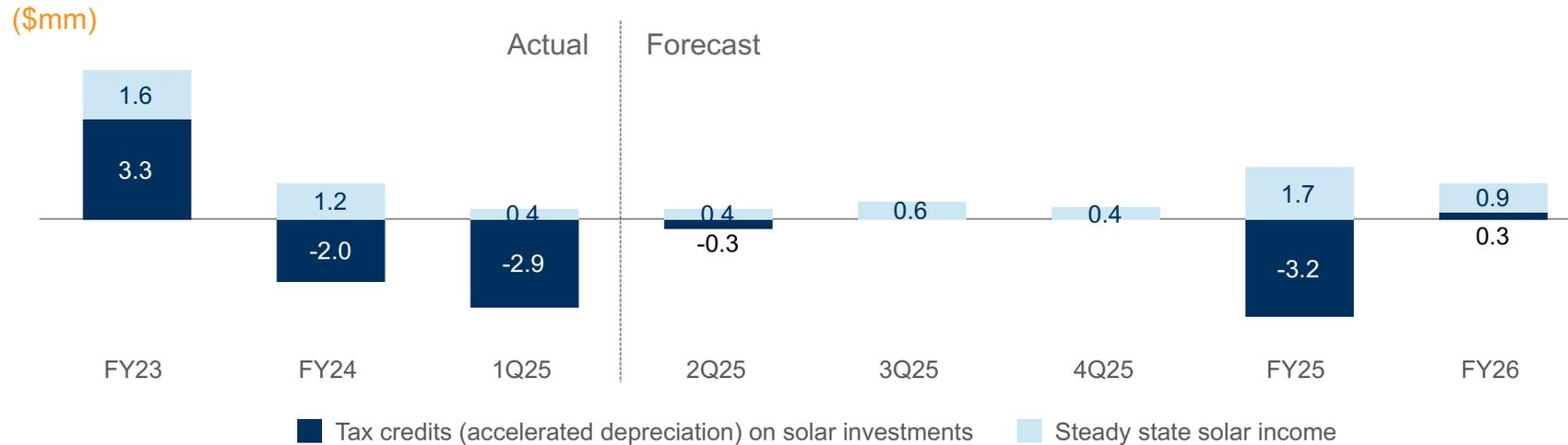
1 Compounded Annual Growth Rate ("CAGR").  
 2 See solar tax investment slide 18 for components of income exclusions  
 3 GAAP Pre-tax, pre-provision income was \$35.3 million in 2025 YTD, \$155.9 million in 2024, \$139.4 in 2023, \$123.2 million in 2022, and \$70.4 million in 2021  
 4 Current year income excluded from CAGR calculation

# Solar Tax-Equity Investments

## OVERVIEW OF SOLAR TAX EQUITY INVESTMENTS

- Metrics excluding the impact of tax credits or accelerated depreciation is a meaningful way to evaluate our performance and are adjusted in accordance with the below chart
  - Immediate realization of tax benefits and subsequent accelerated depreciation of the value of the investment creates volatility in the GAAP and core earnings presentations
  - Steady state income is generally achieved within 4-6 quarters of initial investment and all investments are net profitable over their lives (generally 5 years)

## ACTUAL AND PROJECTED SOLAR INCOME<sup>1,2,3</sup>



<sup>1</sup> Actual results and projected solar income forecasts were revised in 4Q23

<sup>2</sup> Balances presented are not tax effected

<sup>3</sup> Refer to Reconciliation of Non-GAAP Financial Measures on slides 30-31 for further details on impact to key ratios



# Reconciliation of Core Deposits

Total Core Deposits <sup>1</sup> , \$mm	3/31/2025
Total Deposits (GAAP)	7,412.0
Less: Brokered CDs	—
<b>Total Deposits, excl. Brokered CDs</b>	<b>7,412.0</b>
Add: Deposits held off-balance sheet	214.5
Less: Non-Broker Listing Service CDs	(1.2)
Less: Other non-core, intercompany, and transactional accounts	(43.4)
<b>Core Deposits</b>	<b>7,582.0</b>

Core Political Deposits <sup>1</sup> , \$mm	3/31/2025
Political Deposits (GAAP)	1,060.2
Add: Political Deposits held off-balance sheet	12.1
<b>Core Political Deposits</b>	<b>1,072.3</b>

# Super-Core Deposits

## SUPER-CORE DEPOSITS<sup>2</sup> BY IMPACT SEGMENT

(\$bn)

Impact Sector	Total Balance (\$M)	% of Total Core Deposits	Weighted Avg. Account Duration (Years)
CML - Labor	1.6	22%	25
Cons - Labor	0.6	8%	23
CML - Social/Philanthropy	0.6	8%	11
CML - Political	0.6	8%	8
CML - Climate/Sustainability	0.2	2%	9
CML - Not-for-Profit	0.2	2%	7
CML - Other <sup>(1)</sup>	0.2	3%	17
<b>Total</b>	<b>4.0</b>	<b>53%</b>	<b>18</b>
<b>Other Core Deposits</b>	<b>3.6</b>	<b>47%</b>	<b>2</b>
<b>Total Core Deposits<sup>(3)</sup></b>	<b>7.6</b>		<b>11</b>

<sup>1</sup> CML - Other contains but is not limited to: nursing homes, commercial real estate, and non-impact accounts

<sup>2</sup> Super-core deposits are defined as all deposit accounts with a relationship length of at least 5 years, excluding brokered certificates of deposit

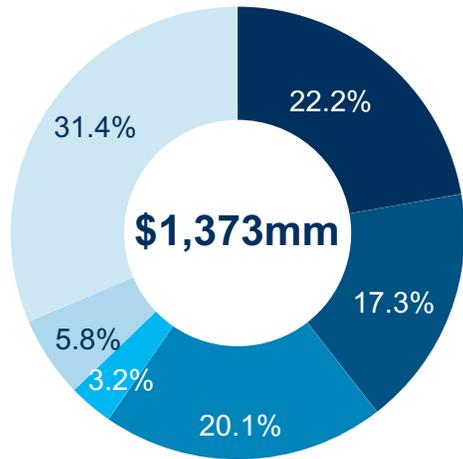
<sup>3</sup> Core deposits are defined as total deposits including deposits held off-balance sheet, but excluding all brokered deposits, deposits from deposit listing services, temporary transaction deposits, certain escrow deposits, intercompany deposits, transactional political deposits and transitional deposits scheduled for our Trust business.. We believe the most directly comparable GAAP financial measure is total deposits. See Core Deposits disclosure on Appendix page 19

## 1Q25 HIGHLIGHTS

- Super-core deposits<sup>2</sup> make up \$4.0 billion, or 53% of total core deposits
  - Super-core deposits are minimum 5-years old & concentrated with mission-aligned customers
  - Highly sticky
- Weighted average account duration of our super-core deposits is 18 years, compared to 2 years for our other core deposits
- Cash and borrowing potential totals \$3.3 billion, or 96% of non-supercore deposits, with a total borrowings utilization rate of 0.2%, excluding subordinated debt
- Total available liquidity, including cash, unpledged non-PACE securities and borrowing potential totals \$3.6 billion or 105% of non-super-core deposits

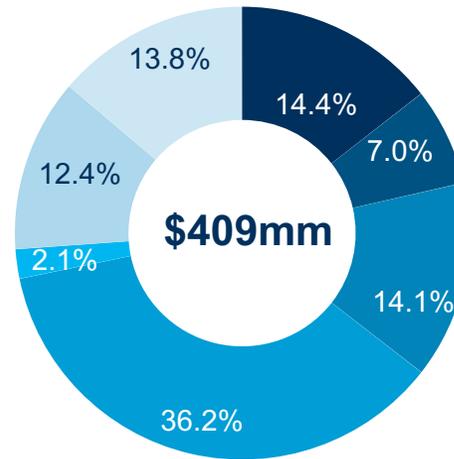
# Real Estate Portfolio Composition

## MULTIFAMILY COMPOSITION BY RENT STABILIZATION<sup>1</sup>



Category	Weighted Avg. LTV	Weighted Avg. DSCR <sup>3</sup>
Pre 1974 RS <sup>2</sup>	53.2%	1.51
Section 8	56.5%	1.43
421a	57.2%	1.45
FHEPs	56.2%	1.54
Other - Stabilized	53.8%	1.51
Free Market	45.3%	1.38

## CRE COMPOSITION BY PROPERTY TYPE<sup>1</sup>



Category	Weighted Avg. LTV	Weighted Avg. DSCR <sup>3</sup>
Office-Only	38.6%	1.55
Office - Owner Occupied	54.9%	3.80
Retail	45.6%	1.52
Industrial	39.9%	2.31
Mixed Use	31.5%	3.50
Education	53.2%	1.55
Other	46.5%	1.60

## MULTIFAMILY DELINQUENCY SNAPSHOT

(\$mm)

	\$	Total Change Last 2 Years	% of Total Portfolio
Non-Performing	—	-2.7	—%
Criticized/Classified	8.5	-10.2	0.6%
30-89 DPD	30.0	30.0	2.2%
		<b>Total TTM</b>	<b>% of Total Portfolio</b>
Net Charge-Offs		0.5	0.04%

## CRE DELINQUENCY SNAPSHOT

(\$mm)

	\$	Total Change Last 2 Years	% of Total Portfolio
Non-Performing	4.0	-0.8	1.0%
Criticized/Classified	4.0	-31.1	1.0%
30-89 DPD	5.1	3.2	1.2%
		<b>Total TTM</b>	<b>% of Total Portfolio</b>
Net Charge-Offs		—	—%

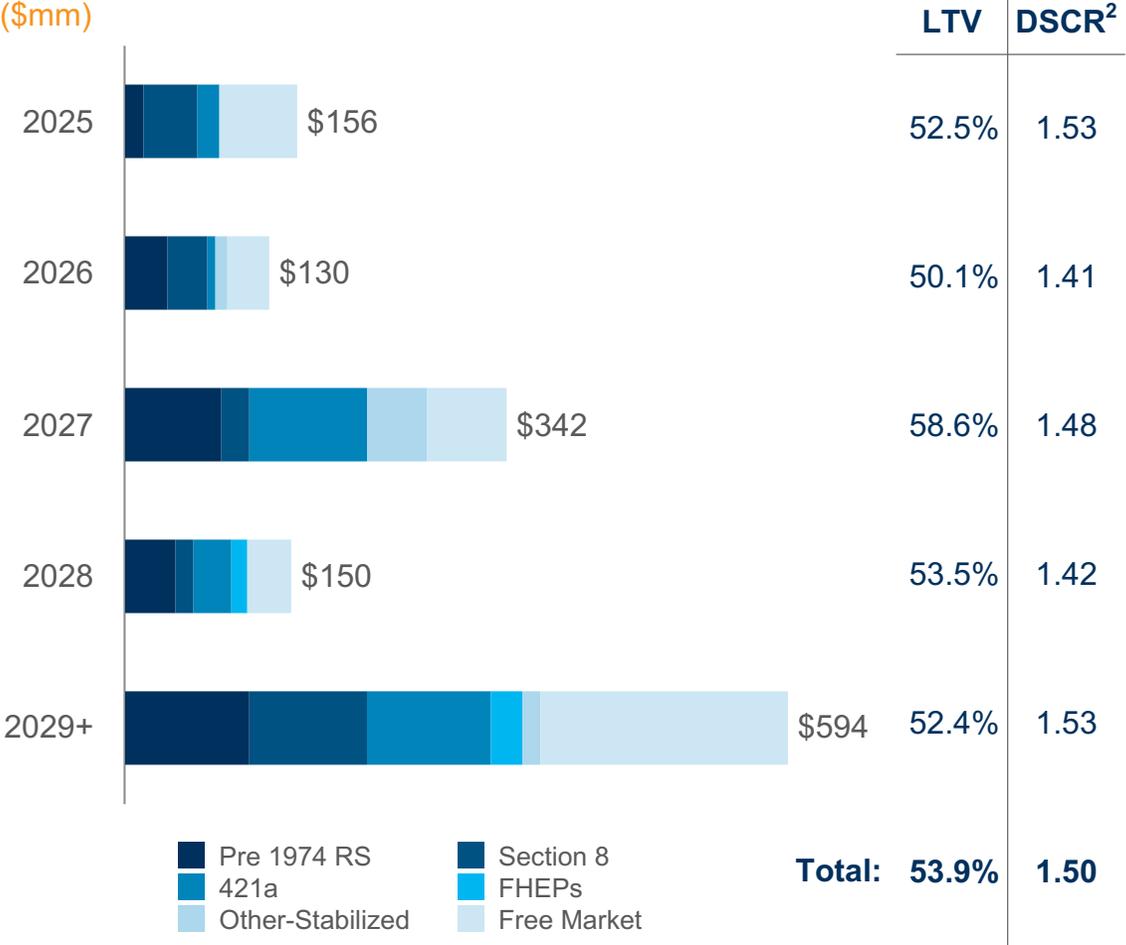
<sup>1</sup> Balances shown do not include deferred fees and costs

<sup>2</sup> Rent-Stabilized loans defined as any real estate loan that has units subject to rent-stabilization rules

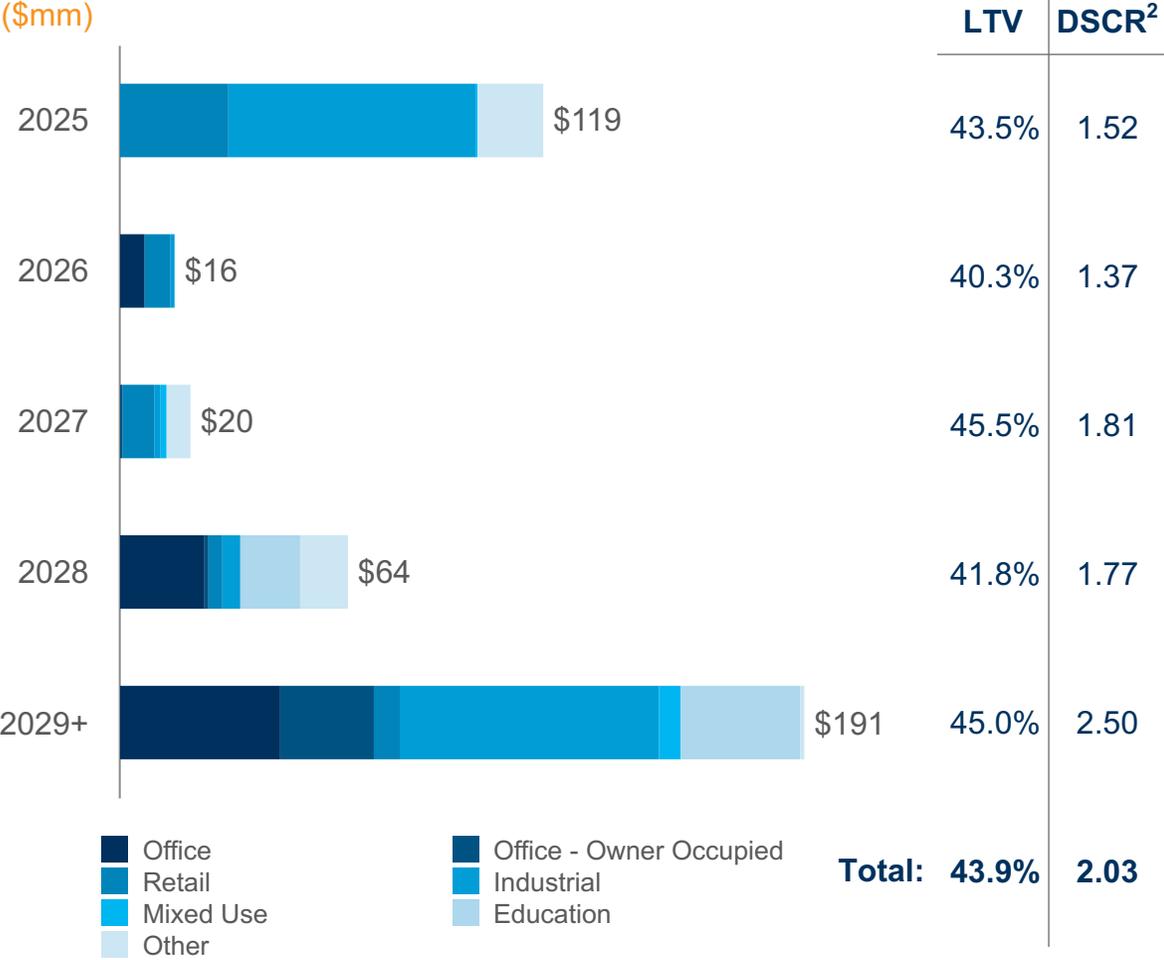
<sup>3</sup> Weighted Avg. DSCR values shown are calculated using bank-underwritten DSCR's only

# Real Estate Portfolio By Maturity

## MULTIFAMILY PORTFOLIO MATURITY TIMELINE<sup>1</sup>



## CRE PORTFOLIO MATURITY TIMELINE<sup>1</sup>

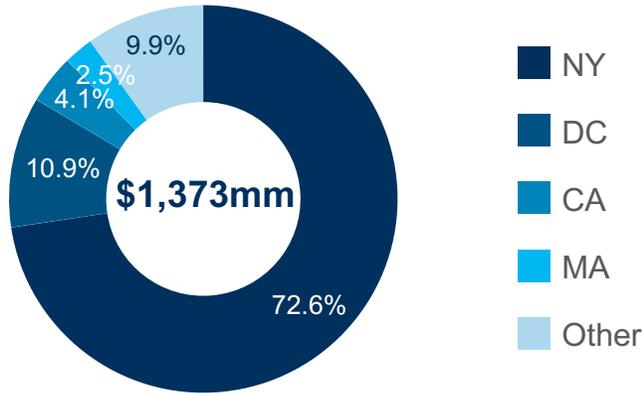


<sup>1</sup> Balances shown do not include deferred fees and costs  
<sup>2</sup> Weighted Avg. DSCR values shown are calculated using bank-underwritten DSCR's only

# Selected Real Estate Risk Exposure Profile

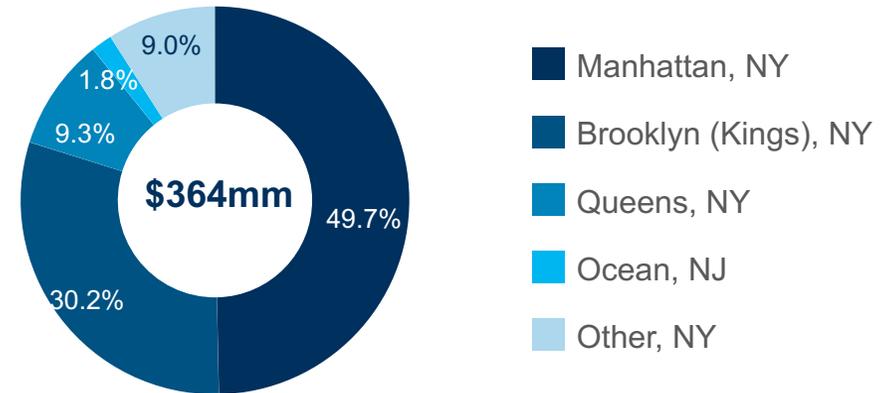
## MULTIFAMILY GEOGRAPHIC DISTRIBUTION<sup>1</sup>

(\$mm)



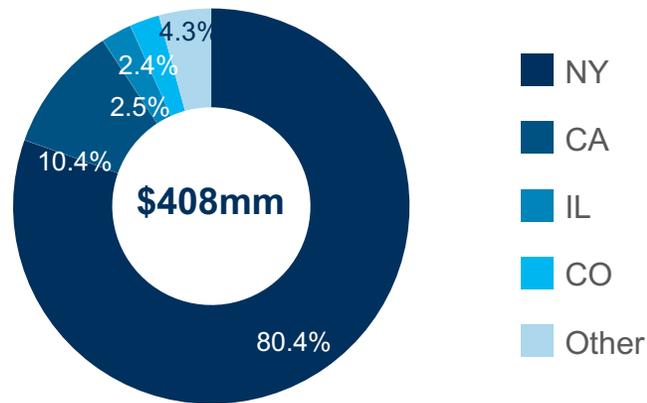
## PRE-1974 RS<sup>2</sup> AND OFFICE-ONLY LOAN DISTRIBUTION BY COUNTY<sup>1</sup>

(\$mm)



## CRE GEOGRAPHIC DISTRIBUTION<sup>1</sup>

(\$mm)



## RISK EXPOSURE PROFILE

Portfolio	Balance (\$mm)	LTV	DSCR <sup>3</sup>
Office-Only CRE Loans	59.1	38.6%	1.55
Pre-1974 RS <sup>2</sup> Multifamily Loans	305.3	53.2%	1.51
<b>Total</b>	<b>364.4</b>	<b>49.9%</b>	<b>1.53</b>
Percent of Total Real Estate Portfolio	<b>20%</b>		
Percent of Total Loans	<b>8%</b>		
Percent of Total Assets	<b>4%</b>		
Percent of Tier 1 Capital	<b>47%</b>		
Percent of stabilized units in Pre-1974 RS Loans <sup>2</sup>	<b>77%</b>		
Percent of total multifamily units subject to Pre-1974 rent-stabilization rules	<b>15%</b>		

<sup>1</sup> Balances shown do not include deferred fees and costs

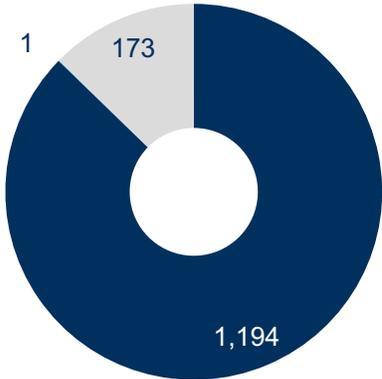
<sup>2</sup> Rent-Stabilized loans defined as any real estate loan that has units subject to rent-stabilization rules

<sup>3</sup> Weighted Avg. DSCR values shown are calculated using bank-underwritten DSCR's only

# Mission-Aligned Loan Portfolio

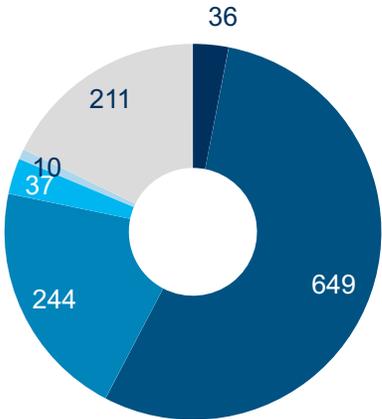
## MULTIFAMILY LOANS BY IMPACT SEGMENT<sup>1,2</sup>

(\$mm)



## C&I LOANS BY IMPACT SEGMENT<sup>1,2</sup>

(\$mm)



**C&I Climate Protection Detail**

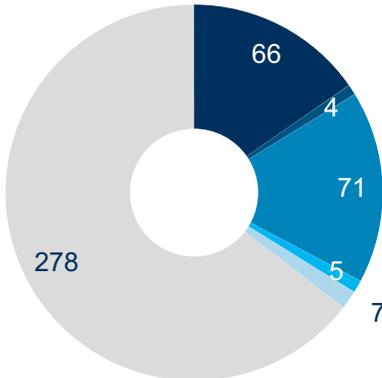
Solar: \$522mm

Alternative Energy: \$74mm

Other: \$53mm

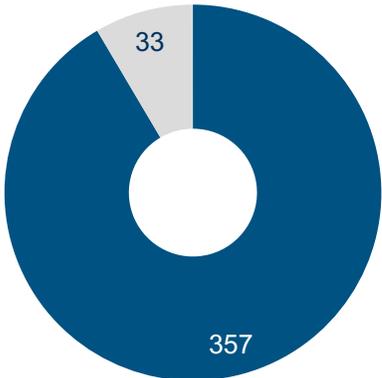
## CRE AND LAND LOANS BY IMPACT SEGMENT<sup>1,2</sup>

(\$mm)



## CONSUMER AND OTHER LOANS BY IMPACT SEGMENT<sup>1,2,3</sup>

(\$mm)



- Housing
- Climate Protection
- Community Empowerment
- Sustainable Commerce
- Health and Wellness
- Non-Impact

<sup>1</sup> For more detail on specific loan types included in each impact segment, see Appendix page 25  
<sup>2</sup> Balances shown do not include deferred fees and costs  
<sup>3</sup> Does not include residential or HELOC loans

# Impact Segment Definitions

## LOAN TYPES INCLUDED WITHIN EACH IMPACT SEGMENT

### Climate Protection

- Renewable Energy
- Energy Efficiency
- Energy Storage

### Community Empowerment

- Non-Profits
- CDFI's
- Labor Unions
- Political Organizations

### Health & Wellness

- Medical Facilities
- Rehabilitation Centers
- Senior Care
- Memory Care

### Housing

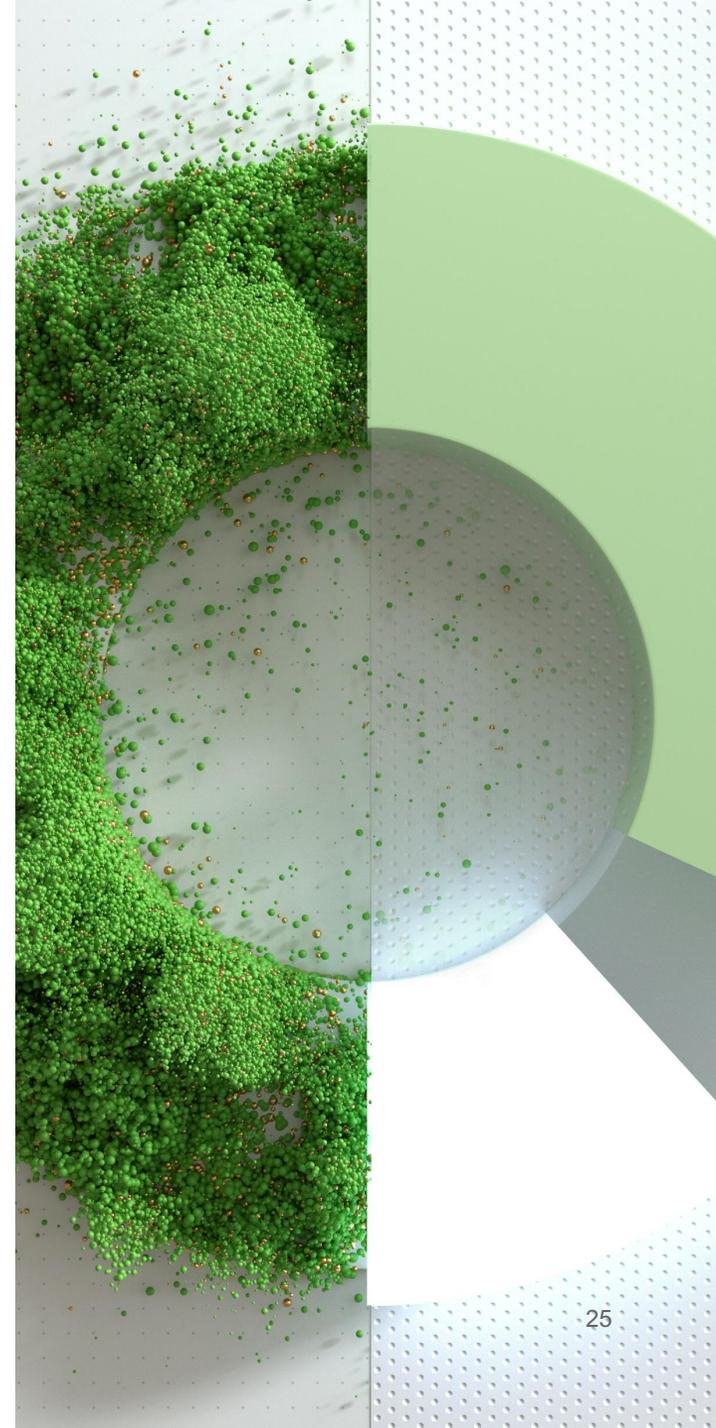
- Low/Middle Income Housing
- Workforce Housing

### Sustainable Commerce

- Manufacturers
- Distributors
- Service Companies with Sustainable Practices

### Non-Impact

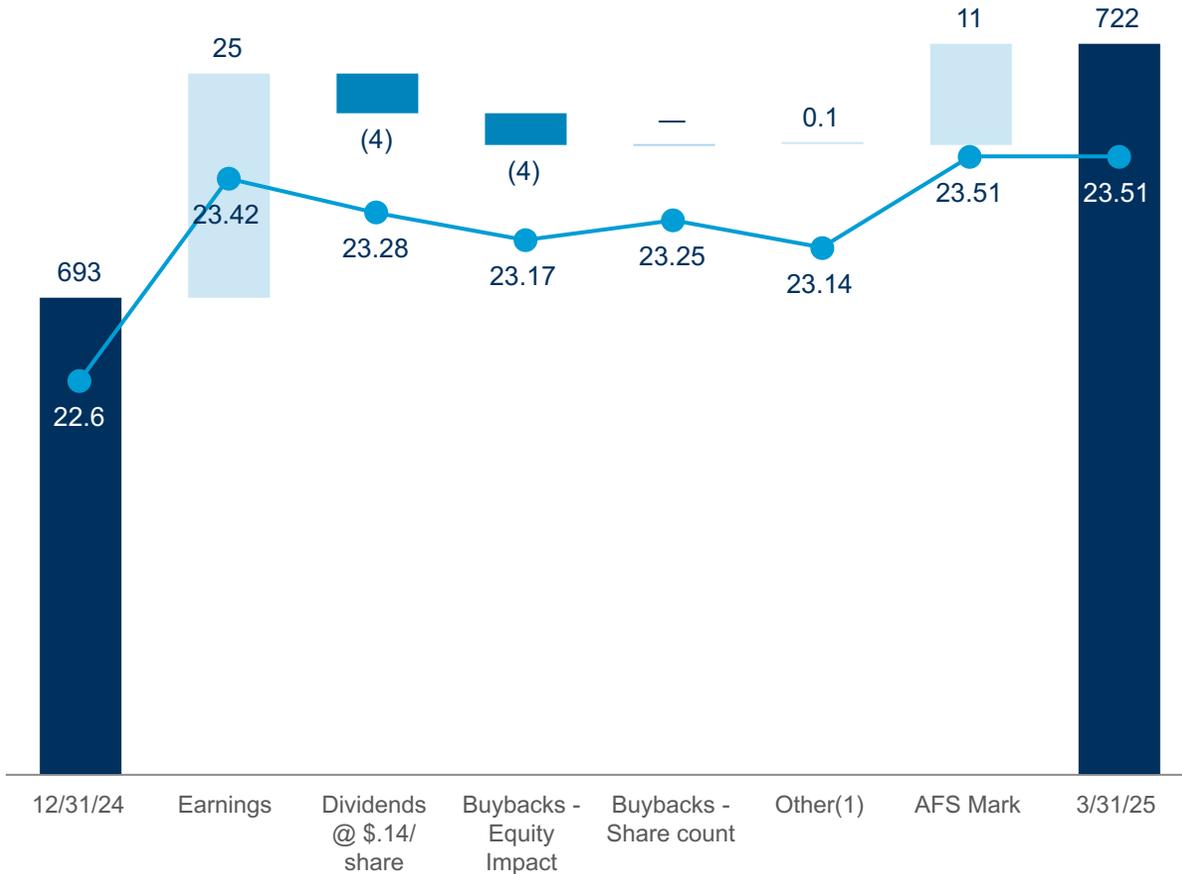
- Other loans that are not mission-aligned, including legacy C&I agreements, legacy CRE loans, and certain government guaranteed facilities



# Tangible Book Value

## TANGIBLE COMMON EQUITY & TANGIBLE BOOK VALUE

(\$mm)



1 Other includes the effect of stock issuance

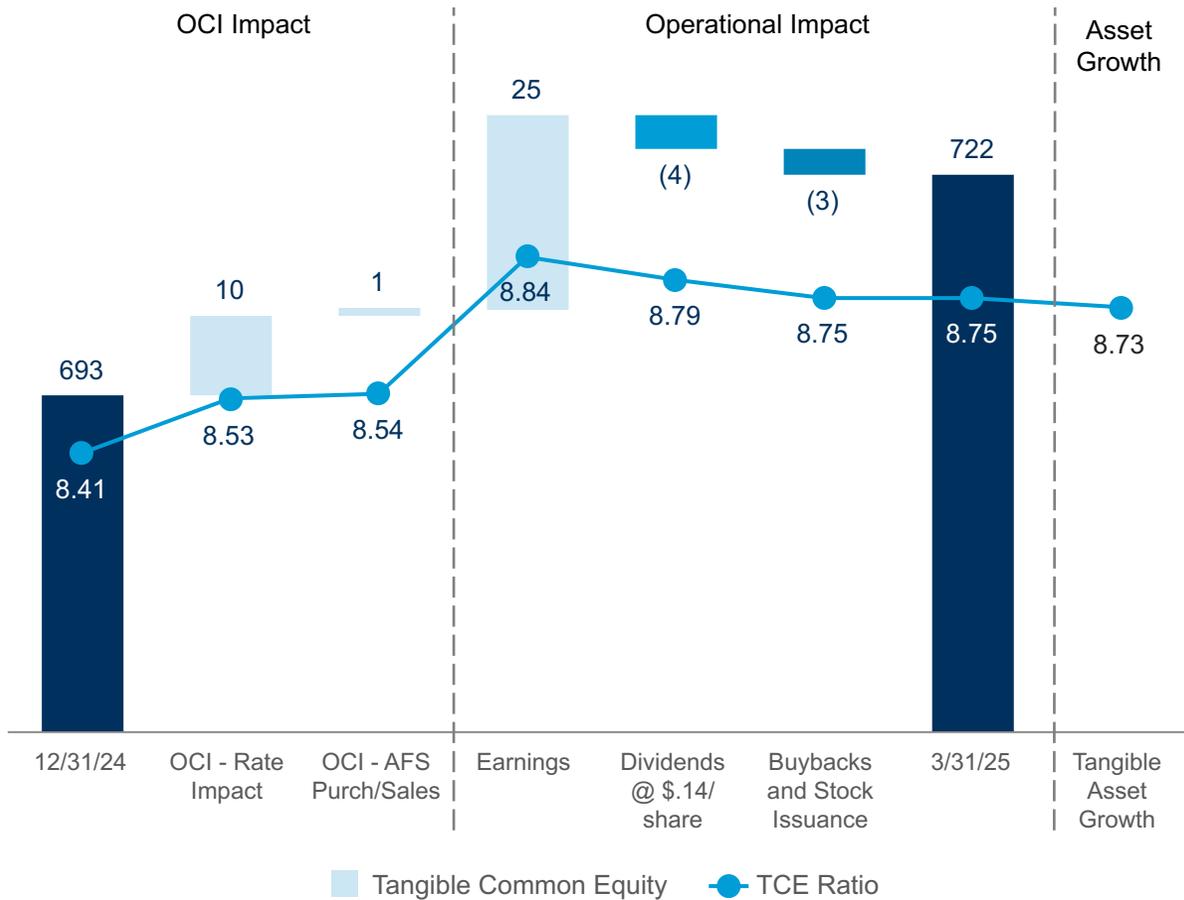
## 1Q25 SUMMARY

- TBV increase of 4.0% primarily driven by:
  - \$25.0 million in net income
  - \$11.3 million improvement in the tax-effected mark-to-market adjustment
- Offset by \$3.5 million equity impact of share repurchase activity, as well as \$4.4 million equity impact of dividend issuance.
- 3 basis point net constrictive effect to TBV from share repurchase activity in the quarter
- Dividend Payout Ratio was 17.5%

# Tangible Common Equity Ratio

## TANGIBLE COMMON EQUITY & TCE RATIO

(\$mm)



## 1Q25 SUMMARY

- Tangible Common Equity Ratio was 8.73%, up 32bps, or 3.8% from 8.41% in the prior quarter
- TCE Ratio increase primarily driven by:
  - \$25.0 million in net income
  - \$11.3 million improvement in the tax-effected mark-to-market adjustment
- Offset by \$28.5 million increase in tangible assets
  - \$16.7 million through AFS mark-to-market improvement
  - \$11.8 million through operations
- Cumulative OCI impact on TCE Ratio in the quarter: +14bps
- Cumulative operations impact on TCE Ratio in the quarter: +21bps

# Metrics Index

## DEPOSITS

Metric	1Q25	4Q24	Change QoQ
Total Deposits ex Brokered (\$bn)	7.41	7.18	0.23
Political Deposits (\$mm)	1,072	970	102
Political Deposits as a % of GAAP Deposits <sup>1</sup>	14.5%	13.0%	1.5%
Total Cost of Deposits <sup>1</sup>	159 bps	152 bps	7 bps
Interest-Bearing Deposit Cost <sup>1</sup>	262 bps	270 bps	-8 bps
Non-Interest Bearing % of Deposit Portfolio <sup>1</sup>	39.1%	39.9%	-0.8%
Non-Interest Bearing % of Avg Deposits <sup>1</sup>	39.3%	43.6%	-4.3%
Total Uninsured Deposits (\$bn)	3.87	3.71	0.16
Uninsured % of Total Deposits <sup>1</sup>	52.2%	51.6%	0.6%
2 day Liquidity Coverage of Uninsured Deposits (%)	93.7%	85.8%	7.9%
Cash and Borrowing Capacity Coverage of Uninsured, Non-Supercore Deposits (%)	163.7%	143.4%	20.3%
Loan/Deposit Ratio	63.1%	65.1%	(2.0)%

## LOANS & CREDIT QUALITY

Metric	1Q25	4Q24	Change QoQ
Total Mission-Aligned Loans (\$bn)	2.68	2.67	0.01
Pass-Rated Loans as a % of Loan Portfolio	98.2%	97.9%	0.3%
Total Non-Performing Assets (\$mm)	33.9	25.9	8.0
NPA/Total Assets (%)	0.41%	0.31%	0.10%
% of Loan Portfolio with Floating Rate of Interest	13.4%	13.4%	—%

## TRUST

Metric	1Q25	4Q24	Change QoQ
Trust Assets Under Custody (\$bn)	35.7	35.0	0.7
Trust Assets Under Management (\$bn)	14.2	14.6	(0.4)

# Metrics Index

## SECURITIES

Metric	1Q25	4Q24	Change QoQ
Total Investment Securities Book Value <sup>1</sup> (\$bn)	3.3	3.3	—
Agency Securities as % of Total Portfolio <sup>2</sup>	23.6%	23.5%	0.1%
PACE LTV	12.0%	12.0%	—%
% of AAA rated Non-Agency MBS/ABS Securities <sup>3</sup>	85.6%	86.1%	(0.5)%
% of Non-Agency MBS/ABS Securities Rated A or Higher <sup>3</sup>	99.9%	99.9%	—%
Average Subordination for C&I CLOs	43.9%	43.8%	0.1%
% of Portfolio with Floating Rate of Interest <sup>4</sup>	17.0%	16.0%	1.0%
% of Portfolio with Floating Rate of Interest, excl. PACE <sup>4</sup>	27.0%	25.0%	2.0%
% of AFS Portfolio with Floating Rate of Interest <sup>4</sup>	25.0%	23.0%	2.0%
% of AFS Portfolio with Floating Rate of Interest, excl. PACE <sup>4</sup>	27.0%	25.0%	2.0%
% of HTM Portfolio with Floating Rate of Interest <sup>4</sup>	8.0%	8.0%	—%
% of HTM Portfolio with Floating Rate of Interest, excl. PACE <sup>4</sup>	25.0%	25.0%	—%

Metric	1Q25	4Q24	Change QoQ
Weighted Avg Duration <sup>5</sup> , (years)			
Total Securities Portfolio, excl. PACE	2.5	2.6	(0.1)
AFS - total	2.1	2.3	(0.2)
AFS - ex-PACE	1.9	2.1	(0.2)
AFS - PACE	4.1	4.1	0.0
HTM - total	5.2	5.2	0.0
HTM - ex-PACE	4.2	4.2	0.0
HTM - PACE	5.5	5.5	0.0
Valuation Loss/(Gain) (\$mm)			
AFS - total	52.3	67.2	(14.9)
AFS - ex-PACE	56.6	69.0	(12.4)
AFS - PACE	(4.3)	(1.8)	(2.5)
HTM - total	130.2	154.2	(24.0)
HTM - ex-PACE	38.5	42.7	(4.2)
HTM - PACE	91.7	111.5	(19.8)
Valuation Loss/(Gain) as % of portfolio balance			
AFS - total	3.0 %	4.0 %	(1.0)%
AFS - ex-PACE	3.5 %	4.5 %	(1.0)%
AFS - PACE	(2.7)%	(1.2)%	(1.5)%
HTM - total	8.3 %	9.7 %	(1.4)%
HTM - ex-PACE	7.2 %	7.9 %	(0.7)%
HTM - PACE	8.8 %	10.7 %	(1.9)%

<sup>1</sup> Securities book value excludes unrealized Available for Sale (AFS) gain / loss on sale

<sup>2</sup> Non-Agency includes corporate bonds and PACE Assessments

<sup>3</sup> MBS/ABS does not include PACE assessments

<sup>4</sup> Floating rate measures include the effect of interest rate risk hedges

<sup>5</sup> Weighted avg. duration calculated using market values of securities

# Reconciliation of Non-GAAP Financials

<i>(in thousands)</i>	As of and for the Three Months Ended			As of and for the Three Months Ended		
	March 31, 2025	December 31, 2024	March 31, 2024	March 31, 2025	March 31, 2024	
<b>Core operating revenue</b>						
Net Interest Income (GAAP)	\$ 70,577	\$ 73,095	\$ 68,037	\$ 70,577	\$ 68,037	
Non-interest income (GAAP)	6,406	4,789	10,229	6,406	10,229	
Add: Securities loss	680	1,003	2,774	680	2,774	
Less: ICS one-way sell fee income	(9)	(1,347)	(2,903)	(9)	(2,903)	
Less: Changes in fair value of loans held-for-sale	(837)	4,117	—	(837)	—	
Less: Subdebt repurchase gain	—	—	—	—	—	
Add: Tax (credits) depreciation on solar investments	2,868	920	(1,808)	2,868	(1,808)	
<i>Core operating revenue (non-GAAP)</i>	\$ 79,685	\$ 82,577	\$ 76,329	\$ 79,685	\$ 76,329	
<b>Core non-interest expense</b>						
Non-interest expense (GAAP)	\$ 41,650	\$ 41,143	\$ 38,152	\$ 41,650	\$ 38,152	
Add: Gain on settlement of lease termination	—	—	499	—	499	
Less: Severance costs	(125)	(1)	(184)	(125)	(184)	
<i>Core non-interest expense (non-GAAP)</i>	\$ 41,525	\$ 41,142	\$ 38,467	\$ 41,525	\$ 38,467	
<b>Core net income</b>						
Net Income (GAAP)	\$ 25,028	\$ 24,491	\$ 27,249	\$ 25,028	\$ 27,249	
Add: Securities loss	680	1,003	2,774	680	2,774	
Less: ICS one-way sell fee income	(9)	(1,347)	(2,903)	(9)	(2,903)	
Less: Changes in fair value of loans held-for-sale	(837)	4,117	—	(837)	—	
Less: Subdebt repurchase gain	—	—	—	—	—	
Less: Gain on settlement of lease termination	—	—	(499)	—	(499)	
Add: Severance costs	125	1	184	125	184	
Add: Tax (credits) depreciation on solar investments	2,868	920	(1,808)	2,868	(1,808)	
Less: Tax on notable items	(731)	(1,217)	607	(731)	607	
<i>Core net income (non-GAAP)</i>	\$ 27,124	\$ 27,968	\$ 25,604	\$ 27,124	\$ 25,604	

# Reconciliation of Non-GAAP Financials

<i>(in thousands)</i>	As of and for the Three Months Ended			As of and for the Three Months Ended	
	March 31, 2025	December 31, 2024	March 31, 2024	March 31, 2025	March 31, 2024
<b>Tangible common equity</b>					
Stockholders' equity (GAAP)	\$ 735,996	\$ 707,654	\$ 616,938	\$ 735,995	\$ 616,938
Less: Minority interest	—	—	(133)	—	(133)
Less: Goodwill	(12,936)	(12,936)	(12,936)	(12,936)	(12,936)
Less: Core deposit intangible	(1,343)	(1,487)	(2,034)	(1,343)	(2,034)
<i>Tangible common equity (non-GAAP)</i>	\$ 721,717	\$ 693,231	\$ 601,835	\$ 721,716	\$ 601,835
<b>Average tangible common equity</b>					
Average stockholders' equity (GAAP)	\$ 722,380	\$ 704,373	\$ 600,759	\$ 722,380	\$ 600,759
Less: Minority interest	—	(132)	(133)	—	(133)
Less: Goodwill	(12,936)	(12,936)	(12,936)	(12,936)	(12,936)
Less: Core deposit intangible	(1,413)	(1,575)	(2,123)	(1,413)	(2,123)
<i>Average tangible common equity (non-GAAP)</i>	\$ 708,031	\$ 689,730	\$ 585,567	\$ 708,031	\$ 585,567
<b>Core return on average assets</b>					
Numerator: Core net income (non-GAAP) <sup>1</sup>	\$ 27,124	\$ 27,968	\$ 26,925	\$ 27,124	\$ 26,925
Denominator: Total average assets (GAAP)	8,292,978	8,311,127	8,076,563	8,292,978	8,076,563
<i>Core return on average assets (non-GAAP)</i>	1.33%	1.34%	1.28%	1.33%	1.28%
<b>Core return on average tangible common equity</b>					
Numerator: Core net income (non-GAAP) <sup>1</sup>	\$ 27,124	\$ 27,968	\$ 26,925	\$ 27,124	\$ 26,925
Denominator: Average tangible common equity (non-GAAP)	708,031	689,730	585,567	708,031	585,567
<i>Core return on average tangible common equity (non-GAAP)</i>	15.54%	16.13%	17.59%	15.54%	17.59%
<b>Core efficiency ratio</b>					
Numerator: Core non-interest expense (non-GAAP)	\$ 41,525	\$ 41,142	\$ 38,467	\$ 41,525	\$ 38,467
Denominator: Core operating revenue (non-GAAP)	79,685	82,577	76,329	79,685	76,329
<i>Core efficiency ratio (non-GAAP)</i>	52.11%	49.82%	50.40%	52.11%	50.40%

<sup>1</sup> Calculated using Core Net Income (non-GAAP) in the numerator as detailed on page 28

# Thank You

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